

SOAP

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleansers, Deodorants, Polishes and Allied Products.

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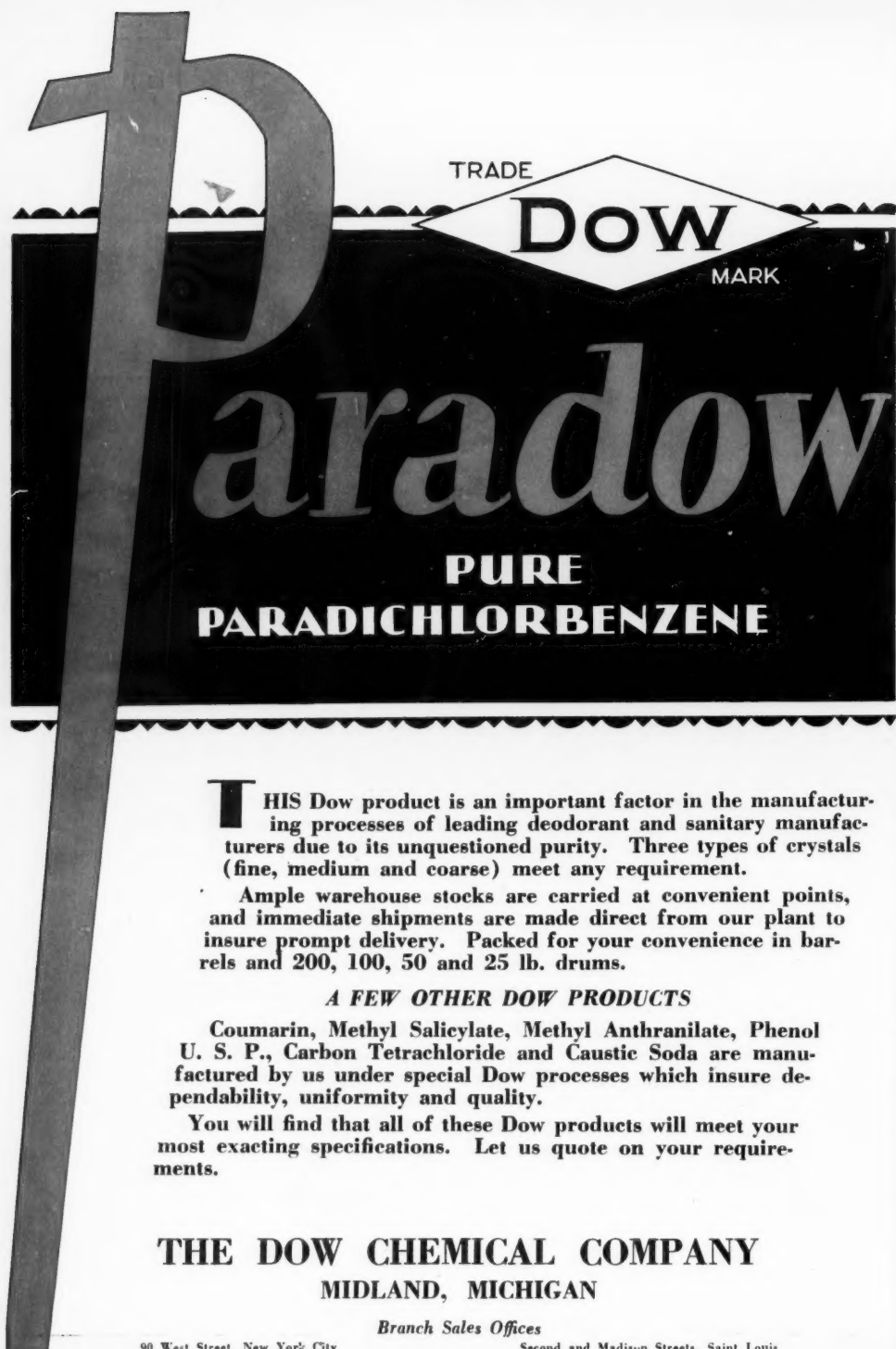


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"TERRIBLE DAN"—Read this tragic story of a bedbug—Page 106



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OCTOBER
1929

SOAP

The Editor's Page

Volume Five
Number Two

Philippine Coconut Oil

DEMANDS for the independence of the Philippines have become louder and stronger from some United States Senators in connection with the discussion of the new proposed tariff rates. Because the Islands produce sugar and coconut oil, those Senators who are interested in a high tariff on these products are demanding that the Filipinos be freed from American rule and a high duty be set against their goods, ostensibly for the protection of American industry. Unable to shut out Philippine coconut oil by a high duty in the new tariff bill because the Islands are an American possession, these Senators propose the quick and simple expedient of cutting off the Islands from the American territorial family in order to manufacture an excuse to build the tariff wall. Of course, serious consideration of the proposal by the Senate is out of the question at this time. Nevertheless, the suggestion in itself gives an interesting slant on the mental attitude of some Senators. If the coat sleeve is too short, cut off a piece of the arm to make it fit.

The Census Law

THE BUREAU of the Census of the Department of Commerce is undertaking a difficult and tedious job every second year in compiling various census figures of American industries. The cooperation which it receives from manufacturers in its work is none too effective, with the result that some census figures border on the ridiculous. Many manufacturers quite evidently do not understand the whys and wherefores of the Bureau of the Census. They do not realize that a call for census data is a demand from the Government of the United States, and not merely a request from a governmental bureau. Let us make it perfectly clear to those who refrain repeatedly from filing their figures that a law passed some few years ago by Congress does not give the manufacturer any choice in the matter. Every manufacturer who is called upon to give his figures, is *compelled by law* to do so.

Although the call for census data has the force of law, the Bureau must have the coop-

eration of manufacturers if it is to compile anything like accurate figures. For example, in the last census, the published production figures for one product were actually those of one of the smaller companies while three other larger companies, all making the same product and having a considerably larger output, failed to report. This is probably only one of a number of similar cases. It is a condition which gives industry the impression that all census figures are faulty. It is a condition which exists through no fault of the Bureau of the Census, but undoubtedly as a result of a misunderstanding of the law by manufacturers.

Where census data is called for by the Bureau, we urge manufacturers to file their figures promptly and completely. Continued failure to do this is bound to force the Bureau to show the teeth of the law.

Not Specification No. 27

THE Liquid Soap Committee of the American Standards Association which has been considering the suitability of Specification No. 27 for adoption as "an American standard for liquid soap," has referred this specification back to the Bureau of Standards. In short, the Committee has rejected the specification for the purpose for which it was being considered. The work of the Committee was not to suggest alterations or improvements, but merely to approve or disapprove the specification as it now stands. Knowing that the specification is not in accord with the views of many manufacturers and consumers, they chose to place the whole matter in the hands of the Bureau of Standards for further research and collection of data. By referring the specification back to the Bureau, the Committee has cleared the track for a revision of the specification in keeping with the more modern ideas in liquid soap manufacture. The next step is for the Bureau through an association, an individual, or a special industrial committee, to gather its data which will lead to the eventual adoption of a new specification which will be more in accord with a consensus of opinion as to what shall be "an American standard for liquid soap." The adoption of this new

Insecticide and Disinfectant Section Begins on Page 87

standard will be a distinct benefit to all consumers and ethical manufacturers when it does come.

Discounts and Credits

IF there are any things in the daily routine of business which are abused more than another, they are credit terms and cash discounts. There are those who will attempt to deduct a so-called cash discount from invoices which are thirty and sixty days old, and there are no end of firms who will permit this practice in order to avoid controversies with customers. Houses without number have all sorts of credit rules and regulations which are just so many empty words because the rules are never enforced. The reasons for this are obvious. Attempts to enforce such rules frequently cause a certain class of buyers to shift their business elsewhere. Sellers do not want to lose this business and as a consequence, permit many buyers to do just about as they like in the payment of bills and deduction of discounts.

Where there is a set of group credit rules, formulated by a trade association or agreed to by a number of firms who join together for this purpose, the problem is somewhat simplified, that is, it is simplified if *all* the members of the group adhere strictly to the regulations as written. A group of printing paper manufacturers and dealers in Cincinnati have recently formed a new group of this type and laid down a set of rules. Up to and including the fifteenth of the month following the month of purchases, (an average of the thirty day period) a two percent discount is allowed. After that, bills are net. Bills unpaid by the first of the following month are reported by the members to a central clearing house and a reporting system advises all the members of this delinquency, after first, however, notifying the debtor in advance that unless he pays, his name is to be added to the delinquent list. Should the bills still remain unpaid on the tenth of the next following month, all further credit courtesy is withdrawn from the debtor by *all* members of the credit group and he is placed upon a strictly cash basis until such time as his account is reported paid in full by the central clearing house.

This method of handling the discount and credit problem through a trade group is not new. The formation of the new group in Cincinnati, however, emphasizes the growing trend to get together within various industries and local trades to whip the delinquent debtor into line and to prevent his playing one house against the other, so common where there is no cooperation among competitors. Long term

credits and cash discounts are relics of the Civil War cash stringency days and really have no logical place in the scheme of modern business. Be that as it may, they are still with us and are likely to be for some time to come. Next best to their complete elimination is a strict enforcement of terms, and the most effective way to enforce any set of rules is through group action.

Exports of toilet soap from United States during June, 1929, totaled 615,920 lbs., worth \$175,432, as compared with 654,480 lbs., valued at \$226,032, during the same month of 1928. Laundry soap exports were 4,077,839 lbs., worth \$285,460 during June, 1929, as compared with 4,398,959 lbs., valued at \$304,142 during the same month in 1928. Exports of powdered, flake, scouring, shaving and other soaps in June, 1929, amounted to approximately 1,400,000 lbs., worth approximately \$170,000.

A cartel may be formed in Germany to regulate the production of soap and stabilize prices, as a result of present discouraging conditions in the industry. This move was attempted before but was blocked by the refusal of one large manufacturer to cooperate. Factors which have affected the industry adversely are the drop in price of glycerin, the control of raw fats and oil milling by the margarine trust, overproduction, the loss of pre-war markets and increased costs of distribution.

Castile soap to the amount of 285,375 lbs., valued at \$31,157, was brought into United States during July, 1929, as compared with 162,931 lbs., worth \$18,672, imported in the same month of 1928. Imports of toilet soap during July, 1929, totaled 195,872 lbs., valued at \$61,622, as against 151,181 lbs., worth \$39,772, during July, 1928. Other soap imports during July, 1929, amounted to 102,849 lbs., as compared with 163,263 lbs. during the same month of 1928.

Soap factories in the city of Guadalajara, Mexico, produce 4,500 tons of soap annually, and an additional 3,250 tons of laundry soap is manufactured in the surrounding territory, according to Department of Commerce. This output is consumed almost wholly within the state.

The Norwegian whaling fleet has recently started the new season with 7,000 additional hands. Whaling companies numbering 23 will operate 30 floating cookeries and 143 whaling ships.

Makers Discuss Standards for LIQUID SOAPS



FEELING that nothing of value could be accomplished in further work on Federal Specification Board Specification No. 27 for liquid soap and that the Specification in its present form is not wholly satisfactory to producers and consumers of liquid soap, the special committee on liquid soaps of the American Standards Association has referred the entire specification back to the Bureau of Standards. This is in fact equivalent to rejecting Specification No. 27 in its present form as the American standard for liquid soap. In view of many dissenting opinions on Specification No. 27, it is considered essential that before any definite action is taken that further data must be gathered from interested manufacturers and consumers and presented before E. C. Crittenden of the Bureau of Standards. In the vote of the Liquid Soap Committee, four voted in favor of referring the standard back to the Bureau, two against, and one did not vote.

The next step in the formulation of a specification for an American standard liquid soap is the collection of information by some manufacturer or consumer, or an association or its representative, or a combined group, and submitting this to the Bureau of Standards. It is felt with the start which this matter has received through the work of the committee of the American Standards Association and through the efforts of J. L. Brenn, who represented the soap manufacturing interests on the Committee, that this work will begin in the near future. It seems to be agreed that some kind of a standard is vitally necessary to the liquid soap industry. Specification No. 27, of course, still stands in its original form as the Government standard, but as far as being accepted as the "standard American liquid soap," it has been rejected.

IN a recent letter published in SOAP, J. L. Brenn, president of Huntington Laboratories, Huntington, Ind., appealed to other liquid soap manufacturers for their opinions on Specification No. 27 so that as a member of the American Standards Association com-

STANDARD NOT ACCEPTED

Editor, SOAP:

From the attached correspondence with Mr. Cushing, who is chairman of the Special Committee on Liquid Soap, appointed by the American Standard Association, you will readily see that we got nowhere as far as making improvements or changes in U. S. Specifications No. 27 for the present. However, under existing circumstances and with the present personnel of the committee, there is very little more that could be done. At any rate, our having this matter referred back to the Bureau of Standards, we, through myself or some one else that may be appointed by our Association, can collect the information that is to be received from the various interested manufacturers in our industry and submit the same to Mr. Crittenden, who, I feel sure, will give us a very careful and serious hearing any time that we come to him with anything of real vital interest on this subject.

J. L. BRENN,
Huntington Laboratories.

mittee on liquid soap he could be guided in anything which he might recommend as coming from the soap industry. Some manufacturers responded and their views are given in the following extracts from their letters.

Vestal Chemical Co., St. Louis: "I have your letter asking my opinion regarding standard specifications for Liquid Soap or which may be termed as a master specification for liquid soap. Although I feel that the public have a right to know what they are buying, I am hardly in favor of the idea that one master specification should govern all. For commercial purposes, this may be all right, where they want to determine the percentage of free alkali allowed or the free fatty acids,

as well as the kind of vegetable oil to be used and the percentage of anhydrous soap.

I have been under the impression that the specifications set forth in the Bureau of Standards Circular No. 62 have been followed in the past, but presume they intend to alter these specifications, as your letter indicates, and I know there has been some discussion on this subject at the last meeting. I personally feel that one master specification cannot govern all on account of varying conditions. I would like to know a little more about what has been going on or recommendations that have been made so far."

Hockwald Chemical Co., San Francisco:

"We have your letter with reference to having a standard specification for liquid soap made by the American Standard Society. We heartily agree with you that there is need for the standardization of liquid soaps. We cannot recommend any standards, but believe the standards required by the American Telephone & Telegraph Company or the Pullman Company will be fair to all manufacturers of liquid soaps."

Antiseptol Liquid Soap Company, Chicago: "In reply to your letter regarding the specifications for liquid soap to be adopted by the American Standards Association, my suggestions are: Eliminate—first, the use of soda; second, the clause 'with or without glycerol or alcohol.' Permit the use of a combination of vegetable oils. The clause 'free from objectionable odor other than that from cocoanut oil' should be amended to read: 'free from objectionable odor other than that of vegetable oils.' This would then be in keeping with the first clause of the specifications."

Bobrick Chemical Corp., Los Angeles:—"I have read carefully the article in the September issue of SOAP regarding the present liquid soap specifications. I probably would be a little prejudiced in favor of these specifications, as some years ago, I think it was about 1921 or 1922, I worked with the Bureau of Standards in getting up the specifications and we paid a laboratory, I think it was either \$500 or \$1,000 to work out the best method of testing liquid soap. They worked in conjunction with the Bureau of Standards at the time, and the present method of testing as published in Bulletin No. 124 was the final result. I am enclosing one of the original reproductions of this bulletin of which we had thousands made and broadcasted all over the country. Personally, I see no objection to the present specification and I feel that this method of testing is by far the best that has been worked out so far. That does not mean, of course, that a better method could not be worked out.

If any change is to be made in the specification, the only change that I would suggest being made is that the anhydrous content be raised to 18 per cent. My reason for this suggestion is that by actual experiment we have found that an 18 per cent liquid soap is the most economical soap for the consumer to use. These experiments were not haphazard, but were conducted in public washrooms, and worked out on the basis of the cost per month per person. The experiments were conducted in a number of different places with various grades of soap used out of the same dispensers. A boy was stationed in the washroom during each test and actually counted the number of users.

However, we do not believe that the government would consider an odd percentage like 18 per cent. We found that below 18 per cent the cost per wash was higher, and that the actual cost per wash with a 20 per cent soap was higher. At the time the present specifications were made, I called this to their attention but they seemed set on 15 per cent, although I am sure they did not make any actual tests.

Another point is that we know from actual experience a combination olive and coconut oil soap is far superior to a straight coconut oil soap. The olive oil seems to neutralize the tendency of the coconut oil to hydrolyze, and the olive coconut oil soap will not chap the hands in cold weather like straight coconut oil soap does. Of course, they would not consider having olive coconut soap as the standard because the cost per unit is higher, and there are so few manufacturers in the country making such a soap."

Clifton Chemical Co., New York: "Regarding Specification No. 27, we think it is all right the way it stands. We believe, however, that there should be added to the specifications a choice for the manufacturer to use a small percentage of bland oils such as olive oil, corn oil, sesame oil, etc. which tend to make the soap smoother. No more than 33 per cent of the oil used should consist of bland oil. The way to insure this is to state that the fatty acids should have a minimum saponification number of 230 for the reason that the saponification number of cocoanut oil is about 250 and of bland oil 190. This prevents the entire use of the bland oils which would tend to decrease the lather and at the same time gives the manufacturer a wider choice of materials."

Leeno Products Co., Baltimore: "In reference to your article in the September issue of SOAP, regarding liquid soap specifications, will state that we have been supplying the General Supply Committee at various times

with liquid soap under specifications No. 27. From investigations in Washington and elsewhere, will state that in a great number of cases we find the soap has been cut with water sometimes one-half, which gives a very poor grade of soap. We believe that inasmuch as this practice seems to be carried out not only with the General Supply Committee but in numerous other cases, the specifications should be changed to read 20 per cent anhydrous soap."

Palmer Products, Inc., Waukesha, Wis.:

"Regarding your request for comments on Specification No. 27, appearing in your September issue of SOAP—off-hand, should not these specifications make mention of the certain types of coconut oil that are known to produce a soap of high quality? The specification—"The material must be a clear solution, free from objectionable odor other than from coconut oil"—does not preclude the use of some of the lower grade and lower priced coconut oils, inasmuch as any rancidity or objectionable odors developing as a result of the inferior oils, would not be present at the time the soaps are received from the manufacturer and would develop only at a later date. Why not have a specification providing for the exclusive use of Cochin coconut oils, and thus assure the buyer of a highly satisfactory product, if the manufacturing processes are properly controlled?"

"These specifications also seem to provide for acceptance of a soap containing alcohol. It is generally understood that alcohol is injurious to the skin, because of its drying effect; and as there is really no occasion for the use of alcohol, unless lower grade inferior coconut oils are used, should not the specifications definitely provide that the soap contain no alcohol?"

Kranich Soap Co., Brooklyn: "We have read your article regarding Specification No. 27 on liquid soap. We appreciate the difficulties confronting J. L. Brønn, a member of the Special Committee of the American Standards Association, as to the establishment of a new set of specifications. We take this opportunity in criticizing and suggesting modifications of the present Specification No. 27."

Soap desired under this specification is a clear solution of pure vegetable oil potash or potash and soda soap with or without glycerol or alcohol, suitably perfumed and free from all foreign matter. It should quickly form a satisfactory lather and have no injurious effect and leave no objectionable odor on the skin.

"We believe this description entirely too broad. It permits the use of any vegetable oil

or any vegetable oil fatty acid. It has no descriptive clause as to what color the finished soap should be. 'Suitably perfumed' carries no concrete meaning. We ask: 'What is a satisfactory lather?' Will any permissible oil give a satisfactory lather? 'Objectionable odor'—it states that it should be free from any objectionable odor other than from coconut oil. How can it have a coconut odor and still be suitably perfumed? The implied meaning in this is that the soap may be made from coconut oil. These descriptions are all entirely too broad.

"We offer the following suggestions: (a) the oils or fats to be used shall be definitely described. (b) glycerine content of the finished product shall be specified. (c) A definite amount of borax should be incorporated which will combine with the glycerine, and the borated glycerine thus formed will prevent moulding and also act as an emollient. (d) the perfume to be used shall be specified as to the amount and character of the odor. (e) Lather—coconut oil gives a copious but thin lather. Linseed oil soap gives a thick creamy lather. Some definite indication of the lathering properties should be formulated. (f) The soap content should be fifteen per cent of anhydrous potash soap and should contain no soda soap as the latter causes difficulties in the colder seasons of the year. (g) The finished liquid soap should stand a cold test of four degrees Centigrade and should not cloud above this temperature. This will indicate proper filtration and produce a clear solution out of which will not precipitate any calcium and iron soaps, unsaponified or unsaponifiable matter, and acid soaps, etc. Soaps filtered in the summer season if not properly refrigerated will cause trouble in the fall and winter months. (h) Color—we suggest water white. This will permit the use of only high grade refined vegetable oils. (i) Alcohol is not necessary in the production or for the stability of a liquid soap and we believe can be eliminated for reasons which are entirely obvious.

"We offer the following formula for liquid soap that we have supplied to the Government and others in the past under Specification No. 27. The fat used is a mixture of coconut and castor oils in the ratio of nine parts of coconut to one part of castor oil. The coconut oil is the highest quality grade of Cochin oil which can be obtained and is purchased under definite color standard. The castor oil used is purchased as No. 1 castor oil. We have found in practice that castor oil imparts to the finished product a greater solubility, reduces to a marked degree the hydrolysis ratio of pure

(Turn to page 81)

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SURABAYA, E. I.

LANGSON, Tonkin

CHUNGKING, China

TATSIENLU, China

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Say you saw it in SOAP!

CRUDE GLYCERINE—

Modernizing Its Recovery

By Oscar H. Wurster
President, Wurster & Sanger, Inc.
(Part 2)

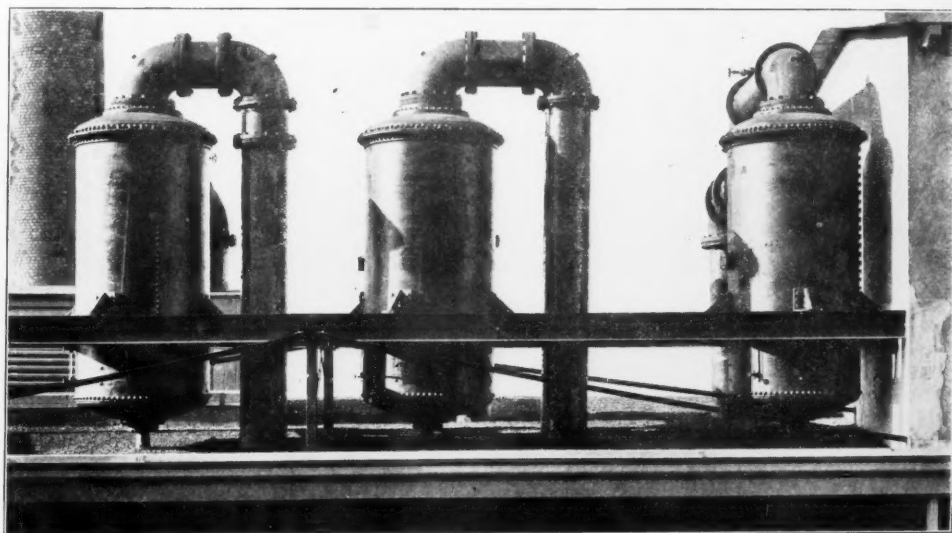


Fig. 4.—Flick Catchall and Separator Installed for Use with One Double Effect and One Single Effect Evaporators.



NUMBER of devices have been designed to remove entrained liquor from vapors by the centrifugal principle. The effectiveness of the Flick separator and its superiority over devices previously built for this purpose rest in the complete and immediate removal of the separated particles from the path and further influence of the vapors. The Flick separator does not depend for its effectiveness on the impact of the vapors against a baffle. There is, therefore, no sharp changing of direction of the flow of vapors and no retardation of the velocity. The vapors enter tangentially and a circular motion at high velocity is set up. The helical plate in the separator, in addition to the tangential inlet, insures the whirling motion of the vapors entering the separator. The resulting centrifugal force throws all entrainment,

froth, etc., against the inner surface of the plates of the inner shell and the liquid particles impinging on these plates continue to move in the same direction as the vapors and immediately pass through the slits between the plates, then drain to the bottom of the separator and out. The pure vapors pass on to the center pipe and out through the top of the separator.

The Flick separator has a large capacity, as it functions efficiently with the vapors passing through it at high velocity. Furthermore, the separator is large enough to act as a catchall. There is ample capacity in the bottom to hold any liquor collected in excess of the immediate capacity of the return pipe to return same to the evaporator.

Fig. 4 shows three Flick Separators installed on the roof of a glycerine plant and serving three glycerine evaporators operating as a double effect and a single effect finishing evaporator. Fig. 5 shows the interior con-

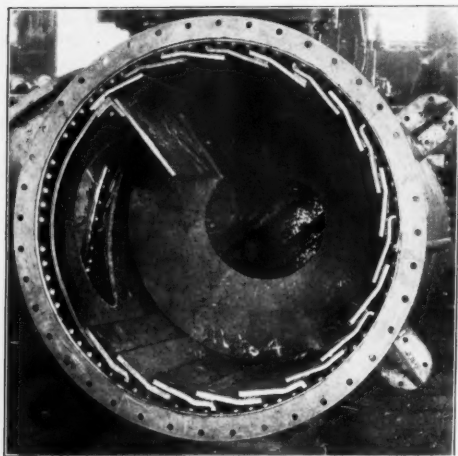


Fig. 5—Interior View of the Flick Catchall Separator

struction and Fig. 6 illustrates the operation of the Flick Centrifugal Catchall and Entrainment Separator.

Losses due to the distillation of glycerine with the water vapors are incurred when the liquor in the evaporator is heated above 170° F. at the usual evaporating vacuum of 26 to 28 inches. These losses, while probably slight, can be avoided by keeping the finishing temperature down to about 170° F. There is no question but that by the installation of evaporators properly designed for the evaporation of glycerine liquors, the greatest single source of glycerine loss in the recovery of this product may be overcome.

Glycerine Loss in the Salt

OF the remaining sources of glycerine loss enumerated above, that under heading *Loss of Glycerine in the Salt Separated in the Evaporator*, remains to be discussed. The means of avoiding mechanical losses will be obvious after a study of the conditions in the plant.

The salt separating in the evaporators as concentration proceeds drops down and is collected in salt extractors or in salt drums. When salt extractors are used, the salt is steamed and dried, so far as possible, in the extractor. Good practice with this type of extractor leaves about 2 per cent glycerine in the salt. Ordinary practice leaves from 4 per cent to 6 per cent glycerine in the salt. This salt goes back into the soap kettle, but it can be

shown that about one half of the glycerine left in the salt is ultimately lost.⁵

By the use of a salt drum, the salt sludge may be blown to a hopper from which it is fed to a centrifugal separator. The centrifugal removes the glycerine down to about 0.25 per cent, thus effecting a further appreciable saving. Fig. 7 illustrates a salt drum used for this purpose.

Purifying Spent Lyes

IN making the recovery of glycerine more profitable by increasing the yield and lowering the cost of recovery, attention has also been directed to the methods of treating and purifying the spent soap lyes prior to evaporation. Several methods have been in general use.⁶ The most common method has been the treatment of the lye with aluminum sulfate and sulfuric acid and then making one or two filtrations. This method, of course, results in the formation of sodium sulfate and when the recovered salt reaches a sulfate content of 25 per cent to 35 per cent, it must be discarded as unsuitable for graining soap. This method also leaves much to be desired in the purity of the liquor. The larger soap plants refine their own crude glycerine and these plants have come to realize that the purer the crude and the higher the glycerol content thereof, the higher will be the final yields and the lower the losses and recovery costs. There is a tendency therefore to improve the purification methods used and to produce a better crude glycerine. The first step in this direction is to cool the lyes quickly and remove all soap and impurities which separate on cooling.

More plants have adopted the use of the double treatment method using ferric chloride and hydrochloric acid. Hydrochloric acid is more costly than sulfuric acid, but its use is warranted. The total Na_2O in the lye can be kept below 0.2 per cent so that the quantity of acid required is not excessive. Hydrochloric acid is now shipped in tank cars and equipment is available for the convenient handling and storage of this acid. Ferric chloride is also more costly than aluminum sulfate, but it can be made quite cheaply in the form of a concentrated solution at the point of use and it is considerably more effective than aluminum sulfate so that only about one-third as much is used. After the treatment and neutralization, the lye is filtered slightly acid. The second filtration is made with the solution slightly alkaline. The acidity and alkalinity must be controlled by pH determinations to give the best results.

⁵See *Evaporation*, by Alfred L. Weber, page 402, Chapter 10, *The Evaporation of Glycerine Liquors and the Wurster & Sanger Evaporator*, Chemical Catalog Company, New York, 1926.

⁶See Walter E. Sanger, *Recovery of Glycerine from Spent Soap Lyes*, Chem. & Met. Eng., Vol. 26, No. 26, June 28, 1922.

The cost of the double treatment with hydrochloric acid and ferric chloride is little if any more than when sulfuric acid and aluminum sulfate are used provided the lyes are properly neutralized, cooled, skimmed and settled before being sent to the treating plant. The advantages are a better quality of crude glycerine and a higher yield of both crude and refined glycerine. Furthermore, the salt produced is all NaCl and it is therefore always of uniform quality. There is less salt to handle, none to throw away and the kettle room practice in this respect is improved.

As a result of improved methods of lye treatment which remove more completely the impurities, some plants are now producing excellent soap lye crude glycerine running from 82 per cent to 88 per cent glycerol.

Methods of Evaporating Lye

THE various methods of evaporating glycerine liquors and the equipment used have been discussed rather fully in the several articles to which reference has already been made. In most plants, the treated and filtered spent soap lyes are evaporated to semi-crude in double effect evaporators and the semi-crude is finished in a single effect finishing evaporator. This represents the best practice under conditions existing in the majority of plants.

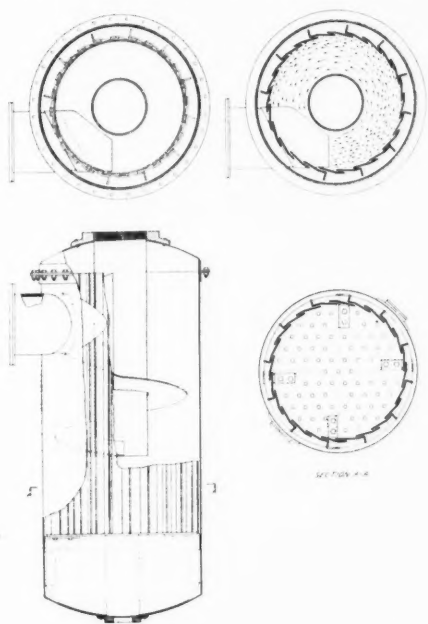


Fig. 6.—Showing the Internal Structure and Operation of the Flick Centrifugal Catchall and Entrainment Separator. Patent Pend.

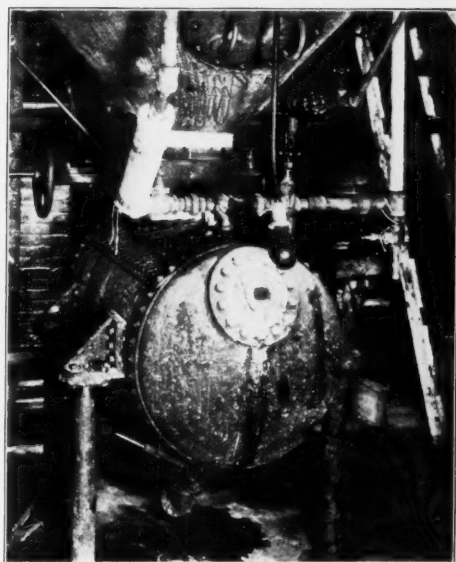


Fig. 7.—Salt Drum in Position Underneath Glycerine Evaporators

Under special conditions the procedure must be varied to meet the requirements.

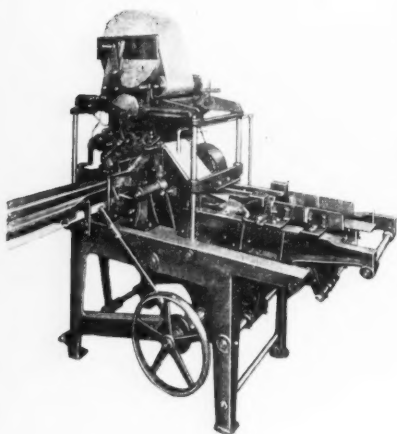
The best construction for the equipment, all factors considered, is cast iron throughout with copper tubes and tube sheets. The vapor piping, separator and barometric condenser may also be of entire cast iron construction. Such equipment will last at least thirty years without repairs except to the copper tubes.

Glycerine Yields

IN most plants the present yield of glycerol in the form of crude is from 80 per cent to 85 per cent of the glycerol in the fats and oils. It is the writer's opinion that within the next few years the yield as specified above will, in well operated plants, be brought up to 90 per cent. Since about 5 per cent of the glycerol is left in the soap, a yield of 90 per cent will represent a loss of only 5 per cent in the entire recovery, treatment and evaporation processes. This will be brought about by (1) improved kettle room practice giving lyes higher in glycerol content and nearly neutral, (2) the improvement of the spent lye treating processes, (3) the installation of proper evaporating equipment designed to avoid entrainment losses, and (4) the careful operation and technical supervision of the treating and evaporating processes.

The First World Rayon Exhibition will be held during June, 1930, between the 10th and 22nd of the month.

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Here is the machine leading soap makers have adopted to give their packages the most perfect wrapping attainable. It wraps the soap in an inside wrapper, folds a piece of cardboard or a circular around the cake, and encloses the whole in a printed wrapper. Folds and sealing are uniformly neat and flawless.

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Say you saw it in SOAP!

Deodorizing Rendering Gases

By S. C. STRUNZ

TO THOSE soap plants which do their own rendering, especially from shop fats and within the limits of closely settled communities, this practical deodorizing equipment designed and operated by Mr. Strunz, a well-known renderer and soap maker of many years' experience, is of rather unusual interest. The description is reprinted from the original which appeared in the October issue of *Oil & Fat Industries*.—The Editors.



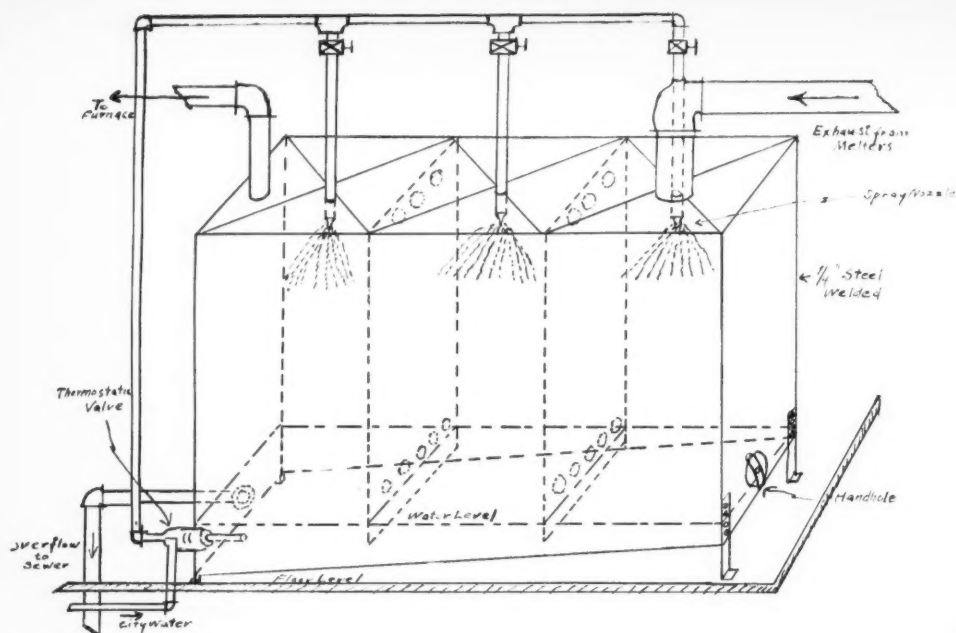
EXHAUST gases from rendering plants have been the cause of untold troubles for years among renderers in all parts of the world. Where rendering plants are located in or near thickly populated areas or in the midst of large cities, as is frequently the case, constant conflict with city authorities is almost the inevitable consequence of the release of unpleasant odors upon the community. Renderers have always appreciated the difficulty of this problem and in some cases have solved it satisfactorily, although there still exist a great many plants which for one reason or another have been unable to solve it and as a consequence remain in conflict with the authorities.

The ill-smelling gases which accompany the rendering of fats are inherent in the business. Just so long as these gases are permitted to escape from the rendering plant, they will cause trouble. The solution of the problem is not to permit them to escape, but to remove them from the exhaust of the melters and destroy them. For this purpose, innumerable methods have been tried, including vacuum pumps and other means, but few have worked successfully. A system for deodorizing rendering operations which has passed the test of practical operation in the center of a larger city, was designed several years ago by the writer under the stress of necessity. Other methods did not prove effective; the method to be described has proved altogether successful and a patent on the equipment for this purpose has been applied for.

THE equipment as designed and now operated is composed of a large steel welded tank made of quarter inch steel and divided into three compartments of equal size by plates which extend from the top almost to the bottom. The bottom of the tank slopes

off to permit draining and easy cleaning and the plates extend into the water which is always present in the bottom, forming a water seal. At the top of the steel dividing plates, there are three perforations of one-half inch diameter to permit escape of light gases which form at the top of each chamber. In the bottom of the dividing plates, just above the level of the water, are five two-inch openings through which the bulk of the gases and uncondensed steam may pass to the next chamber for further washing, cooling and condensation. Except for openings for the pipe line from the melter, for spray nozzle openings, for the exhaust gas outlet and for the water overflow, the tank is made gas tight. The diagram shows the general plan of construction.

Exhaust gases and steam from the melter come over through a four inch pipe into the top of the first chamber. The gas is subjected to a very fine spray of cold water as it enters the top of the chamber. The effect here is to create sufficient vacuum to have a constant pressure from the melter in the direction of the deodorizer. When the melter is shut down, there is no danger of water from the deodorizer being drawn back into the melter as is the case with some types of equipment. Some steam is condensed and gases washed and cooled in the first chamber by the spray. Uncondensed steam and gases pass through the openings to the second chamber and are subjected to a second spraying, then pass on to the third chamber for still a third spray operation. Volatile liquids, and minute portions of entrained solids are removed by the spray, falling into the water at the bottom of the tank. True gases from which have been separated from the ill-smelling volatile liquid and solid constituents by washing with the cold spray, pass on through the third chamber and out through the top from which point are pipes to the boiler room and burned under the furnace.



Rough drawing of the Strunz Deodorizer as actually built for successful deodorizing of melter gases.

The water in the bottom of the tank is kept at a constant level by an overflow pipe which leads to the sewer. The flow of water through the spray nozzles, which are Koerting nozzles with a one-eighth inch opening and which give a very fine mist, is controlled by a thermostatic valve immersed in the water at the bottom of the tank through the side wall of the tank. This valve is set to maintain a temperature of about 90° Fahrenheit in the water in the tank. This temperature is about as high as the water can be permitted to go into the sewer without a liberation of bad odors from the sewer waters, and at the same time, is fairly economical from the point of view of water consumption in the spraying operation. Of course, the lower the temperature of the water which overflows from the tank, the less chance there is of trouble from odors being liberated from this waste water when it is turned into the sewer. At the same time, to aim to keep this temperature too low means that the water consumption in the sprays will be somewhat greater than it should be. Ninety degrees was the temperature decided upon for actual use after trying out both higher and lower temperatures. The deodorizer operated at this temperature has worked very satisfactorily in the center of a large mid-western city, effectively eliminating the bad odors from the plant and surrounding community.

IN the practical operation of the deodorizer, several things were found out. A certain quantity of solid matter comes over from the melters and the compartments of the tank are equipped with hand holes so that this may be cleaned out from time to time after the tank is drained. A year or two may elapse before this becomes necessary. In actual use, the deodorizer is hooked up to two or three melters. When the melting operation is started, the first material to come over contains a large proportion of moisture in the form of steam, and as the melter continues and the temperature rises, the moisture content of the exhaust gases is reduced and the exhaust consists mostly of non-condensable gases and other volatile liquids. The melters are hooked in and run two together, that is, one is started and an hour or two later, the other is started so that the exhaust with a large proportion of steam from one is mixed with the dry exhaust of the other. This tends to equalize the temperature of the exhaust entering the deodorizer and has been found to be more economical in the matter of water consumption. In the meantime, a third melter and perhaps a fourth can be loaded or unloaded in preparation for further operations with a minimum loss of time and maximum use of the deodorizer. Ordinary city pressure was found to be sufficient in the water feed for the spray nozzles.

THERE are one or two additional details that might be mentioned in closing. In feeding shop fat to the melters, the removal of the charging hole cover is frequently the opportunity for releasing considerable quantities of ill-smelling odors. If, however, a hopper of sheet metal which just fits the charging hole is kept well filled with fat, additional fat can be charged into the melter without the gases escaping into the factory through this opening. As a new barrel of fat is dumped into the hopper, a workman can move some of that below into the melter with a shovel always keeping enough fat in the hopper to seal the opening during the charging operation. This is just a small detail which helps in cutting down the escape of bad odors in the plant.

Another point is the size of the tank for the deodorizer and its location. The size used by us was six feet long and six feet high by two feet wide. This was sufficiently small so that it could be placed in some out of the way corner of the plant and at the same time was large enough to do the deodorizing effectively.

Canadian Soap Production Up 8%

The output of soaps and toilet goods in Canada during the year 1928 set a record for all time in the history of the industry. The value of the total output is given as \$21,617,017 in official figures, \$1,623,564 greater than the total for the year previous, which represented a gain of 8 per cent. There were 115 firms in the industry representing a capital investment of \$20,923,508. Of these firms 56 were in Ontario, 39 in Quebec, 9 in Manitoba, 7 in British Columbia, and one each in Alberta, Saskatchewan, New Brunswick and Nova Scotia.

There were 42 firms which manufactured soaps as their principal occupation. The value of their output was \$16,360,178. Of the rest 44 made perfumes and toilet articles, the value of their soap and toilet goods output being \$4,618,291. The remainder of the output, valued at approximately \$1,500,000, was furnished by miscellaneous firms engaged in allied lines such as the production of washing compounds.

Imports of soap into Canada during the year were valued at \$1,166,910, with additional imports of toilet soap worth \$245,000, the greater part in each case being furnished by United States. Exports of soap had a total value of \$696,514, including five million pounds of toilet soap worth \$662,975. Imports of perfumes, toilet essentials and cosmetics were valued at \$1,408,839.

New Los Angeles Copra Plant

A copra pressing plant, to cost \$250,000, is under construction on Mormon Island in Los Angeles harbor for the Copra Oil & Meal Company, Ltd., a subsidiary of the Los Angeles Soap Company. The plant will be ready for operation in November and is designed to handle 30,000 tons annually. It is the first pressing plant at the port. The plant covers three acres and comprises eight steel storage tanks each 40 feet in diameter and as high; a mill building 40 by 180 feet and four tanks 22 by 17 feet to hold fourteen carloads of coconut oil. The oil is all for the Los Angeles Soap Company. The meal will go into dairy feed. Philippine copra will be used.

Urges Duty on Philippine Products

A proposed amendment to the Tariff Bill, which would hold all Philippine products dutiable at the full rate of duty, has been introduced by Senator Broussard, of Louisiana. At the same time Senator Broussard introduced a resolution calling for the independence of the Philippine Islands. The Senator's proposed amendment to the Tariff Bill provides that the full amount of duties collected on Philippine produce shall be rebated by the United States Treasury to the Philippine Treasury for the education and development of the Filipinos, in order to hasten the day on which they will be fitted for self-government. In explaining his proposal, Senator Broussard said: "Of course, this plan is only intended to apply until we give the islands their independence." He believes there is considerable sentiment in this country for his idea and that there is a fair chance of its ultimate adoption.

Kranich Soap Co., Brooklyn, manufacturers of liquid soap and shampoo bases, have issued a new instruction book for the manufacture of liquid soaps and shampoos from coconut oil base soap. The booklet gives proportions in manufacture, directions for coloring, perfuming, settling, etc. The Kranich plant is located at 54 Richard St., Brooklyn, N. Y.

Storms-Harvey Equipment Co., New York, announce the employment of Robert D. Adams as sales engineer. He was formerly with L. O. Koven Co., New York and Jersey City.

The Federal Trade Commission has dismissed a complaint against the Pepsodent Company, of Chicago, manufacturers of dentifrices, charging several forms of resale price maintenance.

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NEWPORT PALE WOOD ROSINS

**So carefully designed and so uniformly produced in
so many individual grades that we offer and furnish**

SPECIFIC ROSINS FOR SPECIFIC USES

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consumer, especially LAUNDRY SOAP MAKERS, quite a
number of whom are just now busily interested in using
NEWPORT WOOD ROSINS.**

**For disinfectants, animal dips and sanitary products
we supply ROSIN and PINE OIL.**

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Soap Exports Show Steady Drop

EXPORTS of soap from the United States are showing a steady decline and imports a corresponding increase, according to a complete analysis of the trend of American foreign soap trade by E. L. Thomas, specialist of the Foodstuffs Division of the Department of Commerce in *Commerce Reports*. (Issue Sept. 16, 1929, pg. 722.) The grand total of American foreign trade in soaps, including exports and imports, has shown an average decline during the past three years of a half million dollars per year, equal to about six per cent per year. The figures for the trade follow:

Item	1926	1927	1928
Exports:			
Laundry soaps	\$4,119,677	\$3,877,999	\$3,376,829
Toilet and fancy soaps	3,037,775	2,801,576	2,298,904
Other soaps	1,244,560	1,183,152	826,758
Total	\$8,402,012	\$7,862,727	\$6,502,491
Imports:			
Castile soaps	245,845	366,589	427,152
Toilet soaps	409,218	569,822	574,749
All other soaps	318,309	198,308	182,651
Total	\$973,372	\$1,134,719	\$1,184,552
Grand total	\$9,375,384	\$8,997,446	\$7,687,043

Falling off in exports of soaps is due primarily to the loss of Latin American business in laundry soaps due to a mixture of unfavorable economic conditions in some countries and a rapid growth of the home soap industries in others. Particularly in laundry soaps, the establishment of new plants and expansion of production is moving forward quite rapidly throughout Latin America. The Philippines continue to be the largest laundry soap customer.

Figures for American soap imports show the following division for the years 1927 and 1928:

CASTILE SOAP				
Country	1927		1928	
	Pounds	Value	Pounds	Value
France	371,426	\$29,201	660,063	\$48,393
Italy	1,101,937	173,555	1,201,943	154,566
Spain	854,039	154,507	1,348,462	201,503
Other countries	68,098	9,326	192,200	22,690
Total	2,395,500	\$366,589	3,402,668	\$427,152

TOILET SOAP				
France	943,353	\$271,694	1,324,409	\$334,823
United Kingdom	569,550	237,278	502,155	173,996
Other countries	139,613	60,850	185,061	65,930
Total	1,652,516	\$569,822	2,011,625	\$574,749

ALL OTHERS				
France	775,063	\$68,275	832,603	\$73,304
Germany	317,631	21,110	214,279	21,504
Italy	242,186	17,177	28,010	3,244
Spain	198,521	34,316	20,478	3,076
United Kingdom	260,498	39,183	454,804	73,029
Other countries	182,687	18,247	155,295	8,494
Total	1,976,586	\$198,308	1,705,469	\$182,651

Those who are interested in studying the complete report of Mr. Thomas on the trend in our foreign soap trade, may secure a copy of it by communicating with SOAP or direct with the author at the Foodstuffs Division, Department of Commerce, Washington, D. C.

Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

40,574	Laundry soaps, Madeira.....	Agency
40,576	Hard, soft and powdered soaps, Scotland.....	Agency
40,685	Insecticides and moth preventives, New Zealand.....	Agency
40,696	Toilet soaps, Austria.....	Agency
40,828	Insecticides, China.....	Sole agency
40,845	Insecticides, Australia.....	Agency or purchase
40,875	Insecticides and disinfectants, Canada.....	Agency
40,965	Laundry soaps, Madeira.....	Agency or purchase
41,022	Insecticides and disinfectants, Greece.....	Agency
41,094	Tooth pastes and toiletries, South Africa.....	Agency or purchase
41,130	Auto polish, Italy.....	Agency or purchase
41,132	Auto polishes, Czechoslovakia.....	Agency or purchase

Imports of castile soap into United States during June, 1929, amounted to 389,379 lbs., valued at \$47,720, as compared with 264,040 lbs., worth \$35,294, during June of 1928. Imports of toilet soaps totaled 221,246 lbs., worth \$64,679, as compared with 261,568 lbs., valued at \$60,591, during the same month of 1928.

Castile soap to the amount of 1,226,851 lbs. was purchased by United States from soap makers in Leghorn, Italy, during 1928. This was over 80 per cent of the total produced in Leghorn. The remainder went to England.

A margarine factory is now being constructed at Colombo, Ceylon, in which American equipment and American manufacturing methods will be used. The output will be sold in British India.

An Australian whaling company has recently been formed in Sydney with capital of £750,000 for the purpose of hunting whales in the Antarctic and Southern seas.

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Stults Heads Welch-Holme-Clark

M. E. Clark, for over 40 years connected with Welch, Holme & Clark Co. Inc., dealers in chemicals and vegetable oils, New York, and since the death in 1928 of H. W. Sherrill, its president, has retired to private life. His father was one of the original organizers of the firm. E. D. Stults who succeeds Mr. Clark as president has been in charge of sales of the firm for several years. He joined the company in 1898. J. H. Vermilyea succeeds Mr. Stults as vice president and treasurer after 26 years of service with the organization. The company is one of the oldest and best known soap supply houses in the country, having been established in 1838.

Euro-American Corp. Moves

Euro-American Corp., New York, importers of essential oils and compounds and American agents for Metzner & Otto, Leipzig, Germany, have opened a sales office at 52 Beekman St., New York, moving from 2017 Fifth Ave. Executive offices and plant will be located at 125 New Jersey Railroad Ave., Newark, N. J. Burt H. Goddin, formerly of Hoffman-La Roche Chemical Works and other chemical companies, New York, has been elected vice-president of the Euro-American Corp., and will direct sales of the company from the New York office.

New officers of the company were recently elected as follows: President, John A. Clark; Vice-President, Burt H. Goddin; Secretary, Carl F. Schirmer; Treasurer, Dr. Julius Russo.

In connection with the recent celebration of the 100th anniversary of Schimmel & Co., A. G., Miltitz, Germany, represented in United States by Fritzsche Bros., Inc., K. K. Fritzsche, chairman of the board of the parent company, has been granted the degree of Ph.D. by University of Leipzig, and the degree of doctor of engineering, *causa honoris*, by Technical College of Breslau.

C. C. Concannon, chief of the Chemical Division of the Bureau of Foreign and Domestic Commerce, recently returned to Washington after a three-months' European trip.

A number of prominent soap manufacturers in Australia have merged recently and formed a company which will endeavor to amalgamate all the soap, soap powder, tallow and candle producers of Australia.

African Palm Oil Interests Merge

United Africa Company, New York, partially controlled by Lever Bros., Ltd., recently completed plans for taking over the West African palm oil interest of the Margarine Union, which merged recently with Lever Bros., Ltd., the Lever parent company. The transfer will be made about January 1, and the Margarine Union will receive a substantial block of stock in United Africa Company. The capital of the latter company, now £14,000,000, will be substantially increased. United Africa Company was formed May 1 by the amalgamation of Niger Company, controlled by Lever Bros., Ltd., and African & Eastern Trading Corporation.

In connection with the recent merger between Lever Bros., Ltd., and the Margarine Union, the capital of the Union will be increased and the voting rights of the shares will be vested in a new company, Union and Levers. Entirely apart from subsidiaries, a share value of approximately \$301,250,000 is involved in this amalgamation, which brings together the largest producers of soap and margarine in the world.

Barber Supply Assn. Meets

National Beauty & Barbers Supply Dealers' Association held its twenty-sixth annual convention in the Exhibition Room of the Stevens Hotel, Chicago, recently. Several thousand visitors attended the sessions, and 134 firms had exhibits in connection with the affair. Among these were: Campagne Parento; Norda, Inc.; United Laboratories; Van Dyk & Co.; Davies-Young Soap Co.; Lockwood Brackett Co., and Colgate-Palmolive-Peet Co. Bernard De Vry was chairman of the entertainment committee, and provided a round of dances, banquets and theatre parties which left no idle moments. At the election of officers held on the last day of the convention, Charles Kahrhoff, of Denver Beauty and Barber Supply Co., Denver, was elected president of the association to succeed W. L. Scott who has served in this capacity for the past two years.

Lee H. Bristol, vice-president Bristol-Myers Co., discussed "The Distribution Director—The New Job in American Business," at the twentieth annual convention of Association of National Advertisers, at Swampscott, Mass., Oct. 14 to 16.

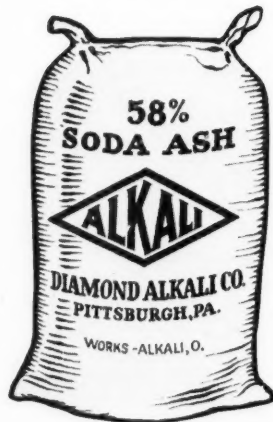
Soaps and toilet articles produced in Chicago have an annual value of approximately \$45,000,000.



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JUST as sterling has become established as a world renowned mark of quality for silverware because of an undeviating standard of excellence, so has the Diamond trademark become the insignia of a quality brand of Alkalies, nationally recognized as a standard for purity and unvarying uniformity.

Let this valued reputation—this high regard built up by many years of unremitting zeal for the highest quality, be your assurance and invite your confidence.



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Deny P&G-Lever Merger

Stating that there is no foundation whatsoever for rumors of a pending merger between Procter & Gamble Co. and Lever Brothers Co., the truth of the reports has been denied by R. R. Deupree, general manager of Procter & Gamble in a statement to SOAP. The reports which were widely published in American and English newspapers, stated that the merger would include only the American Lever company, while others stated that it was to be a world-wide merger, including all the Lever and P&G interests. The fact that Col. William Cooper Procter was in England at the time apparently led to the statement that he was negotiating the Procter & Gamble end of the merger with the Lever interests in England.

One of the rumors linking the names of Lever Bros. and Procter & Gamble indicated that the American interest might enter the foreign field as manufacturers. Procter & Gamble now have only one foreign subsidiary, Procter & Gamble Co. of Canada, Ltd., and this branch acts principally as a distributing center. Another report stated that the suggested merger would include central buying and selling arrangements. Attention has been attracted to the financial structure and ownership of P&G lately by the sale of 150,000 shares of the company stock to J. P. Morgan Co. in connection with a stock split. The Morgan company also reserved the option to buy 100,000 more shares before February 12, 1930, at \$80 a share. It is now selling at about \$85 a share. Procter & Gamble established a new sales record for the year ended June 30, 1929, when total sales amounted to \$210,615,194, an increase of \$19,000,000 over the previous year.

The new tariff bill which became effective in Guatemala July 1 carries the following rates of interest to the soap trade:

Product	Tariff in U. S. Currency Per Kilo., Gross
Toilet or bath soaps, perfumed or not in bars, cakes, cream, powder or liquid.....	\$1.30
Medicinal soaps, perfumed or not in bars, cakes, cream, powder or liquid.....	1.30
(Soaps are considered as medicinal if they contain antiseptic or sanitary ingredients or if their labels proclaim them as such.)	
Pastes, powders and creams, liquids and soaps for dentifrices.....	.50*
Volatile and essential oils, pure or mixed, natural or synthetic not elsewhere specified, per kilo, net.....	1.75
Natural essential oils of neroli, orris, Florentine concrete or rose, per kilo, net.....	20.00
Aromatic materials of animal origin not elsewhere specified, per kilo, net.....	2.50

*Products marked thus are subject to a special French preferential rate of 20% off these rates.

Cook Swan Pays 100%

The Federal Court receivership in the action by creditors against Cook, Swan & Young Corp. has recently been terminated with the payment to creditors of the full amount of their claims, together with interest on their money. Assets valued at approximately \$75,000 are still in the hands of the receiver. This is regarded as a highly successful termination to the case which began over a year ago when Percy L. and Harold W. Young, then directors of the company, charged the officers of the company, Gilbert P. Smith, president, and J. Howard Smith, a director, with employing unfair and unbusinesslike methods to gain control of the company. Gilbert P. Smith has since purchased the Bayway, N. J., refining plant and inventories for the sum of \$245,000.

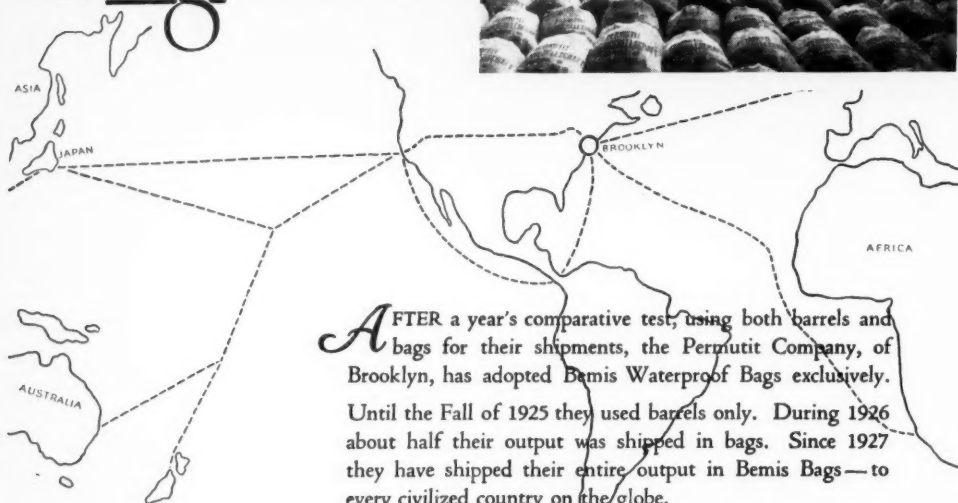
Hercules Powder Co., Wilmington, naval stores, plans to build new experimental laboratories, offices, a library and auxiliary buildings on a 300-acre plot recently acquired near Wilmington. As soon as the buildings are completed the experimental staff and research equipment of the company will be transferred from Kenil, N. J., where the research laboratories are now located. The move will bring the experimental station into closer contact with the main office organization.



A window display exclusively of soap in the F. W. Woolworth Fifth Avenue, New York, store features their private brand Congo Palm Soap.

SINCE 1858, THE WORLD'S LARGEST MAKERS OF QUALITY BAGS

.. to the whole
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in Bags



*A*FTER a year's comparative test, using both barrels and bags for their shipments, the Permutit Company, of Brooklyn, has adopted Bemis Waterproof Bags exclusively.

Until the Fall of 1925 they used barrels only. During 1926 about half their output was shipped in bags. Since 1927 they have shipped their entire output in Bemis Bags—to every civilized country on the globe.

Permutit product is a fine granular substance, weighing 110 pounds to the cubic foot, which must be kept dry.

Bemis Waterproof Bags are made of extra tough, tightly woven burlap, to which is cemented a special Bemis lining. The contents are securely protected from deterioration resulting from exposure to moisture and air. Sifting is impossible. It will pay you to investigate the saving and convenience of Bemis Waterproof Bags. Write for samples and complete information. Address Bemis Bro. Bag Co., 605 South Fourth Street, St. Louis, Mo.



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Oil Traders Golf at White Plains

Oil Trades Association of New York held their annual golf tournament Tuesday, Sept. 24, at the Westchester Hills Golf Club, near White Plains, N. Y. The privileges of the club were extended through the courtesy of Joseph N. Pigot, of the Pigot-Sayre Co., a former president of the association, who served as chairman of the committee. Other members of the committee were George A. Wharry, R. E. Hood, Edwin Stern, Harvey Carter, A. A. Hoffman, Phil Meon and Joseph C. Smith, the latter two being president and secretary, respectively, of the organization. The members and guests had lunch and dinner together, the prizes having been awarded at the latter by Bert Squier. Judging from some of the unusually low net scores there were several gentlemen in attendance who were not running any risk of being left out of the prize money. A net 61 took the championship cup, M. F. Nevins, of Standard Oil of N. Y., posting an 86 with a 25 handicap. Mr. Nevins won the cup in 1927 and only needs one more win to take permanent possession. It looks like a job for the handicapping committee. Another Class B golfer took second low net, A. A. Allington, of Logan & Allington Co. scoring in the net sixties with a 91-23-68. The best score of the day was made by S. H. Lyall, of the G. H. Lyall Co., Boston, a 77. With a 7 handicap, Mr. Lyall took the low net in Class A. G. A. Wharry, G. A. Wharry & Co., was second in Class A, 89-14-75. J. D. Bennett tied for the low guest prize with B. F. Nelson, both posting net sixty-twos. Jack Bolton, Emery Industries, New York, took third in the guest class with 97-30-67. It is rumored that the handicapping committee will be abroad with large pruning knives at the next tournament.

British imports of soaps declined during the first half of 1929, as compared with 1928 imports, according to the following figures:

Type of Soap	1928		1929	
	Cwt.	Value	Cwt.	Value
Soft	16,906	\$94,644	27,440	\$159,792
Hard	74,800	708,465	63,365	640,529
Abrasive	5,964	40,455	7,309	38,591
Toilet	58,821	933,599	33,803	596,915
Other	16,589	131,731	16,272	125,327
Total	173,080	\$1,908,894	148,189	\$1,561,154

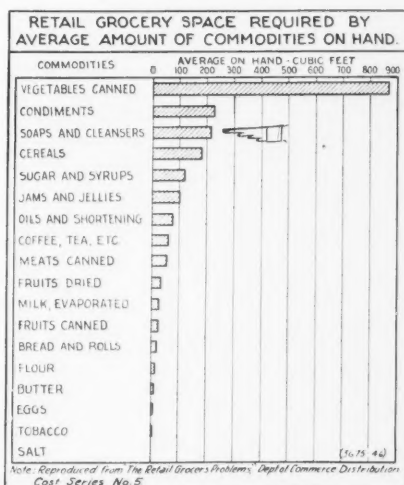
The annual meeting of National Wholesale Druggists' Association was held at French Lick, Indiana, Sept. 30 to Oct. 3. Entertainment included a golf tournament and a full program of sports. A. C. Levis was chairman of the entertainment committee.

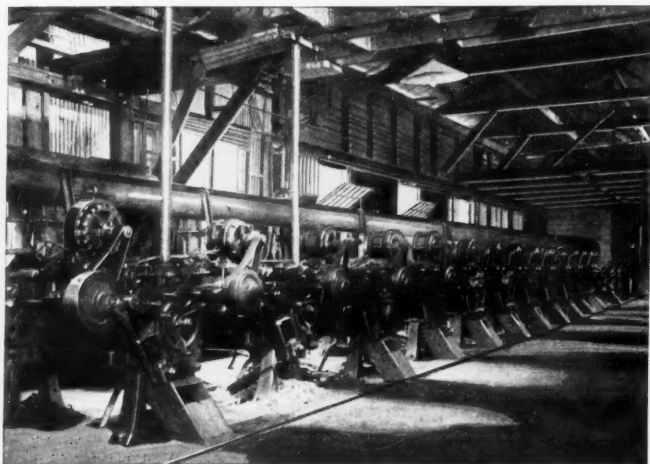
Colgate-Palmolive Stock Up

Shares of Colgate-Palmolive-Peet Co. on the New York Curb Exchange staged a spectacular rise late in September moving up from 68 to a top of 80 $\frac{7}{8}$, a gain of 12 $\frac{7}{8}$ points in one day. The rise came in the midst of a weak and declining stock market. Following the rise, the C-P-P stock held its gains through the early part of October in the face of one of the most disastrous bear markets in a year during which most of the market leaders suffered losses ranging from ten to fifty points.

The controversy between the United States government and French exporters over the problem of valuation of imports into United States is in a fair way to be settled if negotiations are not affected by the projected tariff bill now being considered in the Senate. The French government has agreed to assist in the collection of cost data by United States customs agents, and as a result of this concession, the group of investigators withdrawn from France last summer will again be stationed in that country to gather cost data for use in determining foreign valuation.

Glidden Co., Cleveland, recently acquired the firm of E. R. Durkee & Co., and in connection with the consolidation of this company with Glidden Food Products Co. the name of the Glidden subsidiary has been changed to Durkee Famous Foods, Inc. Among the products marketed by the latter are Durkee's Salad Dressing, Durkee's Salad Oil and Troco oleomargarine.





Coconut Oil Extractors—
Spencer Kellogg Manila Plant

WISE soap manufacturers do not buy merely
"Cochin" Coconut Oil.

Instead they specify "*Silver Seal Cochin*." This bleached and deodorized oil is actually water-white. The color is guaranteed not to run higher than 5 yellow and .5 red; the acid value not to exceed .005 percent.

Experience has taught manufacturers that they can depend on this Spencer Kellogg premium product for quality and uniformity.

SPENCER KELLOGG AND SONS SALES CORP'N

General Offices
BUFFALO, N. Y.

Crushing Plant
MANILA, P. I.

New York Offices
GRAYBAR BLDG.

Refinery
EDGEWATER, N. J.

SPENCER KELLOGG COCONUT OILS

Manila Raw
Crystalite
* Silver Seal Cochin
Edible
Hydrogenated

**Recommended wherever
a bleached and neutralized
oil of uniform quality is
demanded.*



WAREHOUSE STOCKS

Albany
Baltimore
Boston
Chicago
Cincinnati
Cleveland
Detroit
Kansas City
Milwaukee
New York City
Philadelphia

*(Tank Wagon Service in
Greater New York)*

SALES OFFICES IN ALL PRINCIPAL CITIES

Say you saw it in SOAP!

CHICAGO NOTES

THE semi-final golf tournament of the Chicago Drug and Chemical Association was held at Euclid Hills Country Club on Tuesday, September 10th. The contestants numbered thirty and displayed, for the most part, games that have been well sharpened in preparation for the final or cup tournament, which is scheduled for October 15th, at the Medinah Athletic Club course. First, second and third prizes were won by A. C. Drury, of A. C. Drury & Co., with 89-13, net 76; Walter H. Jelly, of Walter H. Jelly & Co., with 94-18, net 76; and Harry Elwell, of Pennsylvania Oil Co., with 95-18, net 77. First guest prize was carried away by Harry Perrottet, with 84-10, net 74. Among the other guests present were Mr. Rowe, of Swift & Co., and Z. C. Shaw, of the F. C. Shaw Co., of Wichita, Kansas. Trophies were presented to the winners at the dinner that followed the day's exertions and the members found their relaxations pleasingly ministered to by some spirited recitations of poetry by F. R. Lally, of the C. A. Mosso Laboratories. It was considered that Mr. Lally should have received a prize also.

The resumption of semi-monthly meetings by the Chicago Perfumery, Soap and Extract Association on September 18th, was marked by a gratifying response to the secretary's summons. Howard Mann, Sporting Editor of the *Chicago Daily News* was the speaker at the opening session, and he drew from his intimate knowledge of the forthcoming world's series. At the second meeting, on October 2nd, the members were permitted to view a motion picture film which gave relentlessly accurate evidence of their exuberant behavior at the Annual Picnic last June. Word has been received that the Entertainment Committee is already hard at work on the preparations for the Annual Banquet, which will be given at the Edgewater Beach Hotel early in December.

The twenty-sixth annual convention of the National Beauty and Barbers Supply Dealers' Association was held in the Exhibition Room of the Hotel Stevens, Chicago, from September 9th to the 13th. Prominent among the exhibitors, which totaled one hundred and thirty-four, were the Colgate-Palmolive-Peet Co., Davies-Young Soap Co., Lockwood-Brackett Co., The Latherizer Corporation, The F. W. Fitch Co., and Commercial Laboratories, Inc. The Entertainment Committee, headed by Bernard De Vry, kept the proceedings at a con-

tinuously lively pitch. Business programs were commenced immediately after lunch each day, and on Friday, the 13th, the election of officers took place. Charles Kahrhoff, popular head of the Denver Beauty & Barber Supply Co., was elected president to succeed W. L. Scott, who held the office during the past two years. The other officers elected were as follows: W. L. Buck, of Oklahoma City, first vice-president; J. N. Bouey, of Toronto, Canada, second vice-president; J. L. Wheatley, of Raleigh, N. C., third vice-president; Otto R. Haas, of Chicago, treasurer. Joseph Byrne of New York was elected to succeed himself as secretary. The executive committee of four consists of W. L. Scott, Peoria, Ill., J. W. Wynkoop, Washington, D. C., M. Berliner, Seattle, Wash., and J. Fernsler, Philadelphia.

James S. Kirk & Co., recently distributed thirty thousand samples of the new granulated, hard water soap, known as *Cheerio*, in Wichita, Kansas. The campaign was conducted by N. F. Rogers, Kansas representative, and J. L. Sheeran, advertising manager. Special displays have also been established in the local stores. F. T. Larson, associated with Kirk's for the past eight years, has now been made an executive on advertising staff.

O. N. Davis, president of the Chicago Drug and Chemical Association recently appointed the following members to the Banquet Committee, which will make all arrangements for the year's most important function in December: R. A. Whidden, chairman, Wm. O'Neill, vice-chairman, Chas. Curtis, O. M. Krembs, E. L. Drach, L. A. Lanigan, H. E. Lancaster, B. F. Zimmer, E. P. Gilney, W. B. Erb, C. Christensen, and Euclid Snow.

C. I. Togstad, of the C. I. Togstad Co., of Kokomo, Indiana, returned late in August from his extensive European tour which occupied the last two months.

C. D. Tearse, of Dr. Ward's Medical Co., of Winona, Minn., also returned from Europe late in September.

Florasynth Laboratories, Inc., manufacturing chemists, New York, recently issued a new and revised price list giving quotations on their products as of October, 1929. Besides listing all of the numerous products dealt in by Florasynth, the price list also gives suggestions for their use for flavoring and perfumery purposes. Copies of the list may be obtained by addressing Florasynth Laboratories, Inc., at 1513 Olmstead Ave., New York.



SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet



HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535

52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

Say you saw it in SOAP!

PERSONAL and IMPERSONAL

G. P. Fryer, formerly superintendent of the Beaver-Remmers-Graham soap factory, at Dayton, O., has joined the J. T. Robertson Co., Syracuse, N. Y., as superintendent. Mr. Fryer was with Beaver-Remmers-Graham and with Remmers-Graham, before the consolidation with Beaver, for six years. During the last year he has been with the Procter & Gamble Co. at Cincinnati.

Mount Hood Soap Co., Portland, Ore., makers of laundry and toilet soaps which are distributed in the Northwest states, recently installed new machinery and equipment which will add 2,000,000 lbs. a year to the productive capacity of the plant.

Advertising of Trilby soap, made by Haskins Bros. & Co., Omaha, will be handled by Eric Rogers Co., Omaha, advertising agents. Railroad publications will be used.

Wisconsin Soap Co. has recently been incorporated by F. Osborne, W. W. Osborne and E. Hoge in Milwaukee to manufacture and sell all kinds of soaps.

Charles S. Pearce, president of Colgate-Palmolive-Peet Co., was recently made a director of Manhattan-Dearborn Corp., a new investment trust sponsored by Lawrence Stern & Co., and A. G. Becker & Co., investment bankers.

Pittsburgh Soap & Chemical Co., Pittsburgh, recently took over the patents for an automatic soap feeder from Soap Feeder Corp. In order to use this feeder customers must buy their cleaning compounds from the Pittsburgh company. No sales of the feeder will be made to competitors or to users of competitors' products.

R. C. Edlund, manager of the Association of Soap and Glycerine Producers, addressed a meeting of American Trade Association Executives on Sept. 26. He pointed out that eventually trade associations in allied fields would co-operate in advertising their products. To illustrate this, he pointed out the similarity of

the markets appealed to by manufacturers of soaps, towels, bathtubs, and water heating devices.

La Vay Products Co. has recently been incorporated to engage in the manufacture of soaps, with offices and plant at Hackensack, N. J. Earl F. Lowell, Ramsey, N. J., is the incorporator, and the capital stock is \$125,000.

Kelpine, a new soap product, is now being produced by Kelpine Products Co., Anacortes, Wash. It was developed by O. Rappe, chemist for the company. A. C. Girard is directing sales of the new product.

Gold Dust Corp. recently purchased 46,000 shares of the stock of Beechnut Packing Co. from United Cigar Stores Co.

The Chemical Division of the Procter & Gamble Company has recently occupied new library quarters on the top floor of the Chemical Division building at Ivorydale, Ohio, according to "Moonbeams," the House Organ of the company.

Every book of importance on fats and oils, whether written in English, French or German, is to be found on the shelves of this library, besides all the journals bearing on these subjects.

"Lux" toilet soap is now being manufactured in Conquella, Africa, in a plant recently established by Lever Bros. Co. The employees number 500.

Snap Co., Canadian soap manufacturers, recently engaged John Claydon to superintend the manufacture of a new line of soaps which the company will manufacture. Mr. Claydon has spent many years in the industry, and gained his early experience in England.

Chamberlain Co., Pittsburgh, makers of *Desolvo*, recently engaged Bissell & Land, a Pittsburgh advertising agency, to push sales of its product. Newspapers will be used in the projected campaign.

DEPENDABLE

BASIC PERFUME MATERIALS

For the

SOAP MAKER

Oil Patchouly Penang
 Oil Thyme Red and White
 Oil Vetivert Bourbon and Java
 Oil Geranium Bourbon and African
 Oil Lavender Flowers French
 Oil Rosemary Spanish

All the above oils are distilled by Bertrand Freres of Grasse, France, from carefully selected raw materials. By supplying only the finest merchandise, Bertrand Freres has built up an enviable reputation among perfumers who have found that it pays to employ B. F. products.

ALLOW US TO QUOTE ON YOUR INQUIRIES



Sole Representative of

Bertrand Freres, S.A.

GRASSE

FRANCE

P. R. DREYER INC.

26 CLIFF STREET

NEW YORK

Sole Selling Agent for

VANILLIN FABRIK
 Hamburg, Germany
 Aromatic Chemicals

NORD AFRICAN
COMMERCIAL
 Alger, Africa
 Oil Geranium

H. RAAB & CO.
 Roermond, Holland
 Artificial Musk

PAOLO VILARDI
 Reggio Calabria, Italy
 Messina Essences

Say you saw it in SOAP!

Colgate-Palmolive-Peet Co., E. R. Squibb & Sons, Lanman & Kemp, Church & Dwight Co., American Cyanamid Co., Graselli Chemical Co., and Roessler & Hasslacher Chemical Co. will be represented by one or more teams each in the annual bowling tournament of the Wholesale Drug Trade Bowling Association of New York this year. The season opened officially on Oct. 7 at the Colgate alleys in Jersey City, N. J.

Albert Mills, head of American Products Co., Cincinnati, and Mrs. Mills, recently returned from Europe on the *Ile de France*, after spending six weeks in France and Spain.

Procter & Gamble Co., Cincinnati, recently completed a survey which indicates that Americans use 25 lbs. of soap per capita each year, a 2½-lb. increase during the past two years. This compares with 4 lbs. per person used annually in European countries. United States spends about \$270,000,000 a year on soaps, with industrial uses contributing another \$30,000,000 to the total.

James S. Kirk & Co. recently completed distribution in Wichita, Kan., of 30,000 sample bars of *Cheerio*, a new granulated soap for use particularly in hard water. Distribution was made by N. F. Rogers, Wichita salesman for the company for 20 years, and J. L. Sheeran, Chicago, advertising manager of the company.

Dr. Thomas M. Sayman, head of T. M. Sayman Products Co., St. Louis, recently presented \$500 to Albert Goodwin, who shot and killed a hold-up man. He has offered the same reward to any other citizen who kills a burglar, on the theory that it is better to have a scene at the morgue than at the police station or courtroom.

Drug, Inc., and subsidiaries earned net profit of \$7,430,135 during the six months ended June 30, 1929, equal to \$3.10 a share on the 2,394,011 shares of no-par stock. This represents a 20 per cent increase over earnings for the first six months of 1928 which were \$5,691,861, or \$2.60 a share on 2,183,990 shares of common stock then outstanding.

W. T. Rawleigh, head of W. T. Rawleigh Co., Freeport, Ill., recently donated a statue of Abraham Lincoln to the town of Freeport in commemoration of the second Lincoln-Douglas debate which was held there in 1858.

Dr. E. Guenther, research director for Fritzsche Bros., Inc., New York, essential oils, reports that the crop of orange flowers at their plant at Seillans, France, has been very short. The jasmine crop was abundant.

Preliminary Reports on an Investigation of Soaps is the title of a paper delivered before the meeting of Federation of Paint & Varnish Production Clubs, in the Mayflower Hotel, Washington, Oct. 14. The paper was prepared by the local Paint & Varnish Club of Philadelphia.

McCullough Laboratories, Inc., is the name of a new firm in the soap manufacturing business, located at 190 King Street, Brooklyn. The firm was formerly known as George B. McCullough & Co., of Chicago, but has been inactive for several years. Castile soap will be manufactured at the new plant.

Robert A. Engel, of Givaudan-Delawanna, Inc., New York, was married recently to Miss Gretchen Eshbaugh of Montclair, N. J. The wedding took place in the Congregational Church of Montclair, and was followed by a reception at the home of the bride's parents. The young couple have now returned from a honeymoon trip to Cape Cod.

The engagement of Nina Haven King to Gilbert Colgate, Jr., has recently been announced. Gilbert Colgate, Jr., graduated from Yale in 1922 and since then has been associated with Colgate & Co. and Colgate-Palmolive-Peet Co. He is now a member of the Board of Directors of the latter company. Miss King is a descendant of Rufus King, American Minister to Great Britain during the Presidency of George Washington and John Adams.

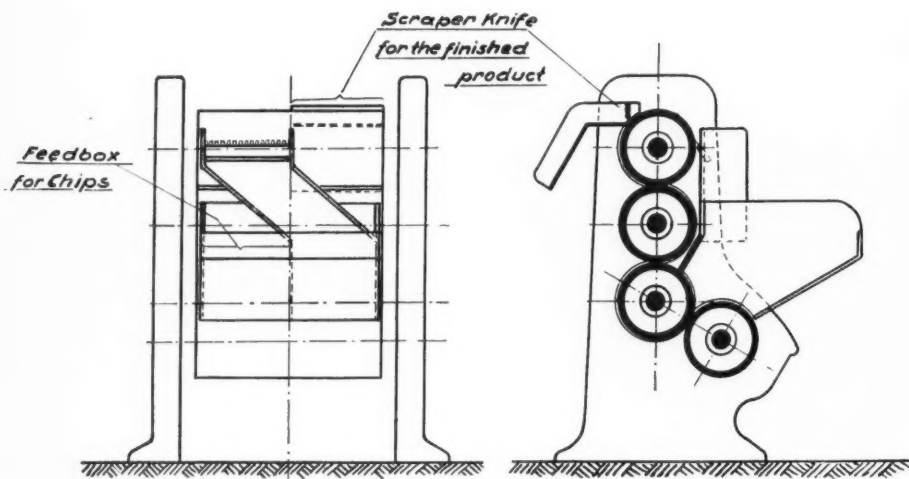
Manufacturers Soap & Chemical Co., Cleveland, recently installed new equipment which will materially raise the capacity of its soap chip plant. Shampoos, mechanics' soap and other specialties are now being manufactured by this company which formerly manufactured only textile soaps.

Mr. and Mrs. David A. Bennett, of Albert Verley, Inc., Chicago, perfuming material house, returned from abroad the latter part of last month, having been away for about six weeks. In addition to spending some time with Albert Verley, in France, they also visited Mr. Bennett's family in Sweden, sailing from Stockholm for home.

The New "LEHMANN"

No. 412 MWS High Production Toilet Soap Mill

(Patents applied for)



is the only machine that, in one passing, gives the soap six millings on four rolls with two milling lanes, and mixes it thoroughly in between without additional labor.

Production: from 1200 to 1400 lbs. finished toilet soap per hour.

Inquiries solicited

J. M. LEHMANN COMPANY, Inc.

248-250 WEST BROADWAY

NEW YORK CITY

Say you saw it in SOAP!

SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

Oil Chemists to Meet Nov. 14

American Oil Chemists' Society will hold its third annual fall meeting in New York on Thursday and Friday, November 14 and 15, at the Hotel McAlpin, according to an announcement by President W. R. Stryker and the Governing Board. The meeting will be directly under the auspices of the Soap Section of the Society of which A. K. Church, Vice-President of the Society, is Chairman. The sessions will be devoted to the reading of many interesting papers on oil chemistry, with particular reference to its bearing on the manufacture of soaps and allied products.

There will also be addresses by prominent chemists from outside the membership of the Society, dealing with the general progress of chemistry and its industrial applications. In addition to the business sessions of the meeting there will be opportunities for members who attend to visit industrial plants in the New York district, where some of the largest oil refineries and soap manufactories are located. The entertainment features will include a Get-together luncheon and a banquet, at which the Society's able toastmaster, David Wesson, will preside. All chemists who are engaged in work relating to oils and fats or soap are cordially invited to attend the meeting, whether or not they are at present affiliated with the Society. The mornings will be devoted to the general sessions of the meeting and the afternoons to committee meetings, and visits to industrial plants.

There will be meetings of the Governing Board of the Society and of the Joint Committee on Fat Analysis of The American Chemical Society and The American Oil Chemists' Society, held at some time during the course of the Convention.

A new feature of the meeting this year will be a series of exhibits by leading manufacturers of chemical apparatus and glassware, which will enable the visiting members and guests to inspect examples of the very latest developments in the accessories of their profession.

The New York Committee of Arrangements in charge of the meeting consists of H. P. Trevithick, chairman, David Wesson, W. A. Peterson, R. W. Bailey, and A. P. Lee.

The addresses scheduled thus far for the meeting will include talks by: Dr. Arthur W. Thomas, Professor of Physical Chemistry at Columbia University; Dr. Augustus H. Gill, Professor of Chemical Engineering at Massachusetts Institute of Technology, and author of Gill's "Handbook of Oil Analysis"; Dr. Arthur D. Holmes, Chief Research Chemist of the E. L. Patch Company and nationally known authority of cod liver oil and vitamins, and Dr. David Wesson, Technical Director of The Southern Cotton Oil Company, well-known authority on fats and oils.

Isomers of oleic acid constitute about 45 percent of the composition of hydrogenated sunflower oil. The presence of these isomers results in the production of a better quality soap from the oil. The hydrogenation of the oil is not essential, as by heating at 100° C. or by treating with nitrous oxide, polymerization occurs, producing a product which is suitable for the preparation of a solid soap. *Maslob. Zhir. Delo* 1927, No. 1,23-7.

A newly patented dentifrice comprises glyceryl monoformate, with or without ethereal oils. Ger. Pat. No. 478,355.

July Glycerine Imports Up

Imports of crude glycerine into United States during July, 1929, amounted to 1,850,956 lbs., valued at \$106,161 as compared with imports of 973,430 lbs., worth \$54,602, during the month of June, 1929. Imports of refined glycerine were also larger in July, equalling 371,380 lbs., valued at \$33,517, as compared with 302,218 lbs., worth \$27,648, during the month of June, 1929. Additional figures showing the yearly change in volume of glycerine imports are given below:

	lbs.	Value
Entire year 1923....	585,792	\$14,548,660
Entire year 1924....	1,500,644	14,427,054
Entire year 1925....	2,059,565	19,248,695
Entire year 1926....	10,732,246	27,701,142
Entire year 1927....	8,268,071	14,784,615
Entire year 1928....	4,287,587	4,501,727
Jan.-Aug., 1929.....	4,749,989	11,963,234

Soap Perfume Oils

Produced by

ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African

Geranium Bourbon

Lavender Fleurs

Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be

As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

GEORGE SILVER IMPORT CO.

461-463 FOURTH AVENUE
NEW YORK CITY

Say you saw it in SOAP!

ON PRODUCTS AND PROCESSES

It is stated that very few chemical indicators are of any value for the study of the alkalinity of soap solutions. Determinations have been recorded for solutions of pure potassium and sodium soaps at 20° and 90° C. over a wide range of concentration. All the results harmonize with the recognition of two factors: (1) that hydrolysis is a property of the free, simple fatty ion, not of any other ion, molecular species or colloid; (2) that hydrolysis is chiefly due to the fatty acid formed being almost completely removed to form acid soap. Hence, all soap solutions are alkaline and none contains even the minute amount of free fatty acid required to saturate the water. *J. Chem. Soc.* 1929, 589-601.

An oil of Champaka flowers for perfuming soap, as described in a recent issue of *Les Parfums de France*, is prepared from the following ingredients: oil copaiba, 90 parts; china cinnamon, 10 parts; benzylidene acetone, 120 parts; oil cananga, 390 parts; benzyl valerianate, 60 parts; terpineol, 130 parts; geraniol, 100 parts; musk resin, 50 parts; heliotropine, 30 parts; vanillin, 20 parts.

In a study of the properties of the soaps of twelve common oils, it was found that castor oil, coconut oil, linseed oil and cottonseed oil soaps have the highest detoxifying ability, the highest germicidal ability and outstanding dialyzing ability, but are correspondingly ineffective surface-tension depressants. *J. Infectious Diseases* 43,292-9 (1928).

In prejudging the loss of color in oil refining and bleaching, it is necessary to determine the oxidized acids by the petroleum ether method. If the fatty acids soluble in petroleum ether have a lighter color than the oil or fat itself, the preliminary purification and the refining must be carried far enough to have the color of the oil approach that of the fatty acids before any bleaching with fullers' earth is attempted. *Seifensieder-Ztg.* 56, 210-11, 224-5 (1929).

By passing the reacting materials through a colloid mill of the high-speed centrifugal type with intercalating pins mounted on disks, it is claimed that reactions such as soap manufac-

ture, the refining of edible oils, or the manufacture of lubricants and greases, are facilitated and expedited. U. S. Pat. No. 1,722,687

A patented detergent composition suitable for use on fabrics and the like comprises isopropyl alcohol, a smaller proportion of tertiary butyl alcohol and sufficient water to give the composition a relatively slow rate of evaporation. U. S. Pat. No. 1,723,521.

Glycerol may be separated by distillation from various residues or vinasses by pulverizing the residue in the presence of a gaseous medium at a high temperature to vaporize the glycerol rapidly. The vessels used are lined with copper or other catalytically inactive material. Fr. Pat. No. 654,596.

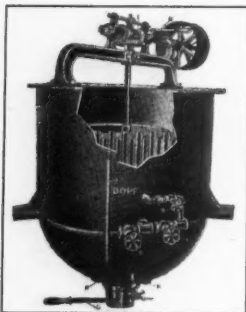
A yellow rosin soap having a yield of 210% may be made by the "half boiled" method as follows: 160 pounds of light colored rosin is dissolved in 840 pounds palm kernel or coconut oil and brought to a temperature of 175° F in the crutcher and agitated with 500 lb. lye 33° B, 40 lb. water and 180 lb. silicate of soda. After running for 5 minutes, the crutcher is stopped for about half an hour. Steam is now turned on and the crutcher allowed to run until saponification takes place, which is indicated by a decided stiffening of the soap, when the balance of the lye, consisting of 250 lb. 33° B soda lye and 70 lb. silicate of soda are added. Crutching is continued until the soap is completely saponified when 30 lb. 24° B salt solution are added. The crutcher should now be stopped intermittently several times before running the soap into frame. *Seif Zeit.*, 7-29.

The addition of 5% of stearin in the manufacture of paraffin candles has decided effect in hardening the candle. The transparency is not affected with less than a 10% addition; addition of 2-4% of alcohol will also result in opacity, but long after storage, owing to evaporation, the candle again becomes translucent.

A newly patented furniture polish comprises: ceresin 150 parts, carnauba wax 50 parts, paraffine 200 parts and oil of turpentine 700 parts, mixed to a cream. Swiss Pat. No. 130,701.

SOAP MACHINERY

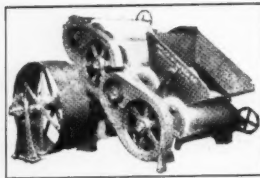
SPECIALS! USED



**DOPP
CRUTCHERS**
Sizes from 300
pounds to 3,000
pounds. All in
best condition
and guaranteed



**40 ALL STEEL
SOAP FRAMES**
One straight lot
of 40, all com-
plete, in perfect
condition. Dimen-
sions—48" long
x 14½" wide
x 54½" deep.



**H-A SOAP
MILL**

This 4 - roll
granite toilet
soap mill is in
A - 1 shape.
Latest and
largest size
rolls.

Also makers of a new line of soap machinery. Get our complete list and prices on this new equipment!

All used machinery is sold as absolutely guaranteed in first class working condition. Everything listed here is ready for immediate shipment.

You can see **NEWMAN** equipment in actual operation at our Chicago warehouse.

Send us a list of your surplus equipment—we buy single items or complete plants!

NEWMAN TALLOW & SOAP MACHINERY CO.

1051 WEST 35TH STREET

CHICAGO

Our Forty Years of Soap Experience can help solve your Soap Problems.

DRYERS—Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.

Three Proctor & Schwartz Soap Chip Dryers, with five Chilling Rolls.

Devine Double Drum Vacuum Dryer.

Proctor & Schwartz Bar Soap Dryers.

Condon & Huber Soap Chip Dryers.

SOAP CRUTCHERS—Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 lb., 1200 lb., 1350 lb., 1500 lb., 1800 lb., 3000 lb., 6000 lb. and 10,000 lb.

SOAP PRESSES—Jones Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.

Dopp, Crosby & Empire Foot Presses.

Scouring Soap Presses.

GRINDERS & MIXERS—Day Jacketed Marsh-mallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.

Schultz O'Neill Mills.

SOAP CUTTING TABLES—Houchin-Aiken Steel Automatic Table with self-spreader and extra headers.

Wooden Tables with and without self-spreader attachments.

SOAP SLABBERS—Houchin-Aiken, Curtis-Davis Dopp & Newman's Hand and Power Slabbers.

TOILET SOAP MILLS—2, 3, 4, 5 and 6-roll Granite Soap Mills.

Houchin-Aiken 4 and 5 roll Steel Mills.

Buhler 3, 4, 5, roll Steel Mills.

PLODDERS—Houchin-Aiken, Rutschman & Albright-Nell 6", 8" and 10" Plodders.

SOAP POWDER MACHINERY—Blanchard No. 10-A and No. 14 Soap Powder Mills.

Broughton Soap Powder Mixers.

Wms. Patent Crusher & Pulverizer.

Sedberry Crusher, Grinder & Pulverizer.

A-N 5x7 Crystallizing Rolls.

FILTER PRESSES—Sperry, Perrin & Shriver Cast Iron Filter Presses 12", 18", 24", 30" and 36".

International and Monopod Filters.

VARIOUS OTHER ITEMS—Wm. Garrigue Glycerine Evaporators.

Steel Soap Frames, 600 lb., 1000 lb., 1200 lb., 1500 lb., and 1800 lb. cap.

Automatic Soap Wrapping Machines.

Steel, Copper and Aluminum Kettles.

Soap Remelters, Tube Fillers.

Filling and Weighing Machines.

Pneumatic Scale Corp. Can Filling Machine for cleansers etc.

Brass Soap Dies for foot and aut. Presses.

Soap Chippers, Scales, Motors, Amalgamators.

Soap Racks, Bottle Filling and Capping Machines, Talcum Can Crimpers, etc.

CONTRACTS AWARDED

Procter & Gamble Distributing Co., Dallas, Tex., was recently awarded 45,800 lbs. soap chips for Fort Sam Houston quartermaster at 8.64c. Sterling Supply Corp., Philadelphia, awarded 460 lbs. dry cleaning soap at 23c lb.

John Rothschild & Co., San Francisco, awarded quantity of Palmolive soap for Fort Mason quartermaster at 6.349c; quantity of Lux at 20.98c. Western States Grocery Co., Oakland, Calif., awarded quantity of Life Buoy soap at 5.49c.

John Rothschild & Co., San Francisco, awarded quantity of black shoe polish for Fort Mason quartermaster at 13.87c; quantity of cake shaving soap at 3.3c; quantity of shaving cream at 18.34c; quantity of Coleo toilet soap at 5.6c. Haas Bros., San Francisco, awarded quantity of Ivory soap at 10.9c. James S. Kirk & Co., Chicago, awarded quantity of glycerine toilet soap at 7c. Dodge-Sweeney Co., San Francisco, awarded quantity of Lux toilet soap at 6.25c.

Colgate-Palmolive-Peet Co. awarded quantity of palmolive soap for Fort George Meade quartermaster at 6.37c. Procter & Gamble Distributing Co., awarded quantity of ivory soap at \$6.66 per case. Frey & Son awarded quantity of Life Buoy soap at 5.6c; quantity of scouring powder at 6.48c.

National Soap Co., San Francisco, awarded 240 cases mechanic's hand soap for Fort Mason quartermaster at 12c. Hockwald Chemical Co., San Francisco, awarded 150 gals. liquid soap at 46c.

Holbrook Mfg. Co., Jersey City, was awarded 2,500 lb. chip soap for Frankford Arsenal at 8.75c recently.

Bids entered for 16,000 lbs. soap powder for U. S. Marine Corps at Washington, included the following: Swift & Co., Washington, 5c; Larkin Co., Buffalo, 3.91c; Procter & Gamble

Distributing Co., Baltimore, 3.79c; Armour & Co., Chicago, 3.51c; Windsor Soap Co., Washington, 5c; Stevens Soap Corp., Brooklyn, 4.46c.

Frey & Son were recently awarded a quantity of washing powder for Holabird quartermaster at 13.8c; quantity of listerine tooth paste at 16c.

Austin, Nichols & Co. were recently awarded a quantity of shaving soap for Brooklyn quartermaster at 3.75c. Colgate-Palmolive-Peet Co., awarded quantity of Colgate tooth paste at 15.8c. Austin, Nichols & Co., awarded quantity of Kolynos tooth paste at 20.42c.

Colgate-Palmolive-Peet Co., Chicago, awarded quantity of scouring powder for Fort Sam Houston quartermaster at 4.5c.

Bids entered for 4,998 gals. of disinfectant for U. S. Marine Corps., Philadelphia, included a quotation of 96.5c gal. entered by Crystal Soap & Chemical Co., Philadelphia, \$1.22 gal. by Clifton Chemical Co., New York, \$1.225 gal. by West Disinfecting Co., Philadelphia.

A report entitled *Madeira Market for American Laundry Soap* is available through the Foodstuffs Division of Bureau of Foreign and Domestic Commerce. Samples of laundry soaps now being sold there are also available through the Bureau.

Pfaudler Co., Rochester, announce the election of George F. Kroha as vice-president of the company in charge of publicity and sales promotion. He has been with the company ten years, and recently held the position of assistant general sales and advertising manager.

I. G. Farbenindustrie, the German dye trust, may withdraw from the Russian market according to reports from London. Shipments during the first half of 1929 were valued at only £8,250,000 as compared with £11,000,000 during the same period in 1928.

OIL YLANG YLANG

(MADAGASCAR)



SOME years ago we introduced on the American market Oil Ylang Ylang Madagascar, an oil produced by a coterie of French distillers located in Madagascar and Nossi-be who were devoting themselves to the production of the finest oil producible.

Their determination has never faltered and they have kept pace with every technical advance in production and distillation, discarding all inferior flowers and selling under their brand only the best fraction of the oil distilled.

This oil has been and now is distributed exclusively by Ungerer & Company and should not be confused with the ordinary commercial grades of Nossi-be or Madagascar oil which have since come on the market and which are demonstrably inferior, even by a superficial test.

We are also headquarters for the finest grades of Bourbon and Manila Ylang Ylang

UNGERER & CO.

124 West 19th Street

:

New York

Say you saw it in SOAP!

RECORD OF TRADE-MARKS

The following trademarks were published in the September issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Sanikleen—This in solid letters describing dental creams and bath salts. Filed by William A. Webster Co., Memphis, Sept. 28, 1928. Claims use since Sept. 12, 1928.

Lathrmint—This in solid letters describing dental creams and bath salts. Filed by William A. Webster Co., Memphis, Sept. 28, 1928. Claims use since Sept. 12, 1928.

Septomint—This in solid letters describing dental creams and bath salts. Filed by William A. Webster Co., Memphis, Sept. 28, 1928. Claims use since Sept. 12, 1928.

Saniseptic—This in solid letters describing dental creams and bath salts. Filed by William A. Webster Co., Memphis, Sept. 28, 1928. Claims use since Sept. 12, 1928.

The Talk of the Town—This in solid letters describing dental cream and shampoo. Filed by William A. Webster Co., Memphis, Oct. 23, 1928. Claims use since Oct. 15, 1928.

Die-U-Rat—This in shaded letters describing rat exterminator. Filed by H. L. Rick Drug Co., Gallion, Ohio, July 31, 1929. Claims use since Aug. 1, 1928.

V. A. D.—This in solid letters describing dentifrice. Filed by E. W. Vacher, New Orleans, July 31, 1929. Claims use since Mar. 24, 1928.

Mothnil—This in broken letters describing moth repellant. Filed by National Moth-Proofing Service, Chicago, July 26, 1929. Claims use since Mar. 1, 1929.

Mie-Ne-Sia—This in outline letters describing dental cream. Filed by Cunningham Drug Stores, Detroit, July 27, 1929. Claims use since May 15, 1929.

Sani-Kleen—This on reverse plate describing cleaning compound. Filed by Millburn Chemical Co., Millburn, N. J., Feb. 8, 1929. Claims use since June, 1924.

Sweetheart—This in shaded letters with

fanciful drawing, describing soap. Filed by Manhattan Soap Co., New York, June 4, 1929. Claims use since May 20, 1929.

Anti-Ant—This in solid letters describing insecticides. Filed by Deedera Products, Tampa, Fla., Nov. 15, 1928. Claims use since Aug. 14, 1928.

"Dy-Sek"—This in solid letters describing insecticides. Filed by Smith-Ernster Laboratories, Inc., New York, May 15, 1929. Claims use since Apr. 18, 1929.

Mos-K Tox—This in solid letters in diamond shaped figure, describing insecticide. Filed by Zophar Mills, Inc., Brooklyn, July 1, 1929. Claims use since June 1, 1929.

Cole Black—This in solid letters describing shampoo. Filed by Cole-Black Co., Los Angeles, July 9, 1929. Claims use since on or about May 22, 1928.

Hippo—This in outline letters describing soap and soap powders. Filed by Iowa Soap Co., Burlington, Ia., June 3, 1929. Claims use since February, 1909.

Varsity—This in outline letters describing auto soap. Filed by The Pep Boys—Manny, Moe and Jack, Philadelphia, July 6, 1929. Claims use since May 1, 1929.

Laveloke—This in solid letters describing cleansing agent. Filed by General Dyestuff Corp., New York, July 15, 1929. Claims use since June 27, 1929.

Septisan—This in solid letters describing shaving cream. Filed by William A. Webster Co., Memphis, July 19, 1929. Claims use since July 13, 1929.

Brytex—This in shaded letters describing soap builder. Filed by Provident Chemical Works, St. Louis, July 20, 1929. Claims use since May 30, 1929.

Aph-Is-Ite—This in shaded letters describing insecticide. Filed by Ralph B. Randall, Seattle, May 15, 1929. Claims use since Apr. 15, 1927.

Pynoco—This in solid letters describing disinfectant. Filed by West Disinfecting Co., Long Island City, N. Y., May 18, 1929. Claims use since Feb. 14, 1920.

Westopine—This in solid letters describing disinfectant. Filed by West Disinfecting Co., Long Island City, N. Y., May 18, 1929. Claims use since July 26, 1920.

Ranol—This in solid letters describing

Soda Ash
Bicarbonate of Soda
Calcium Chloride
Caustic Soda

EVERY Michigan contract carries a pledge of satisfaction. It is a good reason for buying Wyandotte Alkalis.

Yet, it is not the best reason. That lies in Wyandotte quality, the result of insistence upon perfection, checked by every known test, at every stage of production.

Products made by such methods need no guarantee of satisfaction . . . they are a guarantee, in themselves. Yet, our pledge stands.



*"Distinguished for its high test
and uniform quality"*

MICHIGAN ALKALI COMPANY

General Sales Department

21 East 40th Street, New York City

Chicago Office: 1316 South Canal Street

Works: Wyandotte, Michigan

Say you saw it in SOAP!

soaps and toilet preparations. Filed by Archie R. Everson, Newark, July 9, 1929. Claims use since June 1, 1929.

Kitchen scene describing cleaning preparation. Filed by Fitzpatrick Bros., Chicago, July 23, 1928. Claims use since 1908.

Dawn—This in solid letters describing cleaning preparation. Filed by Drackett Chemical Co., Cincinnati, Oct. 1, 1928. Claims use since Sept. 19, 1928.

Sinclair—This in outline letters describing liquid soap. Filed by Sinclair Refining Co., New York, June 19, 1929. Claims use since Feb. 1, 1929.

Sapart—This in outline letters pierced by arrow, describing soaps. Filed by Paul Sapart, New York, July 2, 1929. Claims use since April, 1928.

Iodosol—This on reverse plate describing disinfectant. Filed by Iodosol, Inc., Cleveland, June 26, 1929. Claims use since Feb. 26, 1929.

Awing—This on reverse plate with spade shaped background. Filed by Andrew Wilson, Inc., Springfield, N. J., July 11, 1929. Claims use since January, 1928.

Aerozone—This in solid letters describing insecticide and insecticide. Filed by U. S. Sanitary Specialties Corp., July 22, 1929. Claims use since Jan. 26, 1929.

Liqui-Nic—This in shaded letters describing insecticides. Filed by Uniform Products Co., New York, July 23, 1929. Claims use since May 31, 1929.

Casco—This in solid letters describing soap. Filed by Procter & Gamble Co., Cincinnati, Apr. 26, 1928. Claims use since Nov. 23, 1889.

Basis—This in solid letters describing soap. Filed by P. Beiersdorf & Co., New York, May 28, 1929. Claims use since Dec. 29, 1927.

Vap-O-Zone—This in solid letters describing insecticide. Filed by A. Srebren & Co., Chicago, Aug. 9, 1929. Claims use since about Jan. 1, 1927.

Mothine—This in solid letters describing cake deodorant. Filed by Regal Products Co., New York, Mar. 6, 1929. Claims use since Jan. 26, 1929.

Zenoleum—This in solid letters describing disinfectant. Filed by Zenoleum, Ltd., New Hamburg, Ontario, Canada, Mar. 26, 1929. Claims use since 1896.

Pyfume—This in solid letters describing insecticide, disinfectant and deodorant. Filed by S. B. Penick & Co., New York, June 18, 1929. Claims use since Apr. 6, 1929.

(Turn to page 119)

New Patents

Conducted by

LANCASTER & ALLWINE

Registered Attorneys

PATENT AND TRADEMARK CAUSES

402 Ouray Building, Washington, D. C.

Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster & Allwine. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.

No. 1,723,169. Cleaning Composition Containing Isopropyl Alcohol. Patented Aug. 6, 1929 by Edward F. Heydt of Montclair, New Jersey, assignor to Petroleum Derivatives Company, a corporation of New Jersey. A detergent composition containing isopropyl alcohol, a minor proportion of tertiary butyl alcohol, and sufficient water to give the composition a relatively slow rate of evaporation.

No. 1,723,521. Detergent Composition. Patented Aug. 6, 1929, by Albert E. Plank of Pasadena, California. A detergent composition for removing accumulations of grease and oil from garage floors consisting of the following ingredients in substantially these proportions: wood floor ten pounds, kerosene four quarts, crude carbo-lic acid four ounces, oxalic acid one-half ounce.

No. 1,723,560. Soap Leaf. Patented Aug. 6, 1929, by Tarokichi Kuroda of Los Angeles, California. A soap leaf having two layers of soap material, and a disintegrable paper fabric element disposed between the soap material layers, and having a series of perforations therein.

No. 1,724,289. Cleansing Composition. Patented Aug. 13, 1929, by Ira W. Lanham of Elbern, Illinois. A cleansing composition comprising soap 18 to 28 lbs., sodium carbonate 5 to 9 lbs., borax 5 to 12 lbs., mild abrasive 2 to 8 lbs., and $\frac{1}{4}$ pint to 1 quart of double strength ammonia.

No. 1,724,626. Process for Producing a Liquid Insecticide Containing Effective In-

(Turn to page 83)



**ESSENTIAL OILS
SYNTHETIC AROMATICS
COMPOUNDED PERFUME BASES**
For the Soap and Insecticide Industries

Our Line of Compounded Perfume Bases

as produced by our research department
is complete for use in

TOILET SOAPS, LAUNDRY SOAPS and INSECTICIDES

*Our experience is at your disposal; let
us wrestle with your perfume problems.*

Oil Clove	Oil Nutmeg
Oil Patchouly	Oil Sandalwood E.I.
Oil Cardamom	Oil Geranium

These absolutely pure oils will impart real
quality to any products in which they are
used.

IONONES

We carry a complete line.

VANILLIN

COUMARIN

DODGE & OLCOTT COMPANY

87 Fulton Street

New York City

The integrity of the house is reflected in the quality of its products

Say you saw it in SOAP!

Market Report on ESSENTIAL OILS AND AROMATICS

(As of Oct. 8, 1929)

NEW YORK—Price changes were few in the market for essential oils during the period just concluded, but a number of interesting situations developed which may bring price revisions in the near future. On the whole, the market was very firm. It became apparent that stocks of anise would not be nearly large enough to satisfy demand, and quotations on the oil were raised materially. Bergamot again declined in price due to excess stocks. Camphor products were still very firm, with no relief for the shortage yet in sight. Late advices from abroad estimated that the geranium crop would be only about half as large as had been expected. Citronella continued very firm with the spot shortage and decreased production holding prices up. Clove oil is now on the decline after its long stay at high levels.

OIL ANISE

Small supplies of this oil, which were available here, have been rapidly absorbed, with only small replacements reaching this country. It is also claimed that stocks abroad are not abundant. These factors have combined to raise quotations to 81c to 83c lb.

OIL BERGAMOT

Due to much lower prices quoted recently, many consumers are now taking care of their next year's requirements on bergamot oil. Should the coming crop prove to be only normal, an advance in price is probable, for the holdover from last season is being rapidly absorbed. Bergamot closed the recent period 25c lower at \$3.50 to \$3.75 lb.

CAMPHOR PRODUCTS

High prices continue in this market with no relief in sight. The shortage continues, and

PLAIMAR (Reg'd) SANDALWOOD OIL

Distilled by

Plaimar, Ltd., Perth, W. A.

To protect yourself and us look for the
PLAIMAR seal on every TIN.

Pronounced Therapeutically Equal to
Oil of Santalum Album and Physiologically Superior.

Limits of Analysis:

Sp. Gr. @ 15.5°	0.968 to 0.975
Opt. Rotation ad	—4° to —16°
Alcohol as Santalol	90% to 95%
Solubility in 70% Al.	1 in 3 to 1 in 6 Vols.

American Agents

THE IMPERIAL EXPORT COMPANY, INC.
11 Moore Street New York City

Tel.: Whitehall 7622

COMplete satisfaction from a well considered purchase suggests buying from first hands, drawing supplies from primary sources.

OIL GERANIUM ROSE BOURBON

OIL GERANIUM ROSE AFRIQUE

OIL BOIS DE ROSE CAYENNE

OIL ASPIC LAVANDE

(SPANISH SPIKE LAVENDER)

SOAP COLORS—

DRUCO GREEN, fast to boiling on alkali, fast to sunlight; the one color for which such claims can be made.

A. C. Drury & Co., Importers

CHEMICALS - ESSENTIAL OILS - SYNTHETICS - BOQUETS - TALC - CLAY - WAX

106 East Austin Avenue, Chicago, Illinois

Linalyl Acetate

Terpinyl Acetate

Geranyl Acetate

True to test - - True to odor

We shall be pleased to submit samples and quotations on request. Stocks available in New York.

P. R. DREYER INC.

26 CLIFF STREET - - - - - NEW YORK

Sole U. S. Agents for



VANILLIN-FABRIK G.M.
HAMBURG-BILLBROOK B.H.

TELEGR.-ADR. VANILLINFABRIK • TEL. SAMMELNUMMER D8 3432



Say you saw it in SOAP!

all products in the line occupy strong positions.

OIL CITRONELLA

This product continues very firm. Stocks are not sufficient to take care of demand, and the next crop is not expected to be large enough to give any relief.

OIL GERANIUM

An important foreign producer of geranium oil writes to his representative here saying that the second distillation of geranium oil will be as poor as the first, and that production will be about 50 per cent lower than has been expected.

OIL CLOVES

After being priced at an abnormally high figure for a number of months clove oil is now moving downward in price. Lower cost of production of the new crop is responsible for the decline.

Emile Schlienger, senior partner of Bertrand Freres, Grasse, France, arrived in New York September 17 on the *France*, accompanied by his son, Hubert Schlienger. While in United States they are making their headquarters with P. R. Dreyer, Inc., American representatives for Bertrand Freres. They are now touring the Middle West in company

with P. R. Dreyer, calling on their many friends in the trade.

July Soap Exports

Toilet or fancy soap to the amount of 500,421 lbs., worth \$142,686 was exported from United States during July, 1929, as compared with 604,788 lbs., valued at \$193,103, during the same month of 1928. Exports of laundry soap totaled 3,382,788 lbs., worth \$236,714, during July, 1929, as compared with 3,671,744 lbs., priced at \$261,132, during July, 1928. Scouring soaps and powders to the amount of 903,363 lbs., valued at \$75,222, were exported in July, 1929, as against 489,447 lbs., worth \$32,246, during the same month of 1928. Exports of powdered and flaked soap totaled 264,935 lbs., worth \$30,399, during July, 1929, and exports of shaving soap and powder amounted to 111,111 lbs., worth \$53,267. Unclassified soaps to the amount of 597,900 lbs., worth \$50,944, were exported during July, 1929, as against 564,207 lbs., worth \$54,073, included in this section in July, 1928.

Norda Essential Oil & Chemical Co., 121 East 24th St., New York, recently leased two additional floors, and now occupies four floors at the above address.

PERFUME OILS FOR SOAP

If you are interested in trying new odors for your soaps, liquid soaps, etc., write us for free samples of our various soap perfume oils, such as

CHYPRE SAVON F

A very popular odor, stable and extremely lasting, at \$3.50 per pound.

BENJ. FRENCH, INC.

160 FIFTH AVENUE - - - NEW YORK

Agents for
Descollonges Freres
Lyon, France

Agents for
Pilar Freres
Grasse, France

CHICAGO REPRESENTATIVE

A. S. La Zoris, 208 North Wabash Avenue

"COLUMBIA BRAND"

**Caustic
Soda**

Solid - Flake
Ground - Liquid



**Soda
Ash**

Light - Dense

Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

Quality -- Service

Address all communications to

THE ISAAC WINKLER & BRO. CO.

Sole Agents

FIRST NATIONAL BANK BLDG.
CINCINNATI, OHIO

50 BROAD STREET
NEW YORK

Say you saw it in SOAP!

Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of Oct. 8, 1929)

NEW YORK—The market for soap and allied chemical raw materials continued to be more active during the recent period with interest awakened after the slow season, and prices generally advancing. Shipments of all the alkalis were above previous levels as they have been all through the year. It was indicated that contract prices would probably not change for 1930 business. Phenol continued scarce on spot as a result of the recent expansion in the phenolic resin industry. Rosin prices rose again as heavy shipments continued. Glycerin showed seasonal strength by advancing after its recent long siege of declining prices.

ALKALIS

Shipments of alkalis continued very large, being well above the totals for the same period last year. September shipments were not greatly in excess of those made in August, as the latter was an abnormally good month con-

sidering the time of year. Contract schedules are expected to remain about the same for 1930 business.

COAL TAR PRODUCTS

The newly-expanded bakelite industry continued to demand larger quantities of phenol than were available, prolonging the shortage which has existed for many months. Producers seemed unwilling to expand their outputs until more sure of the stability of demand. Other coal-tars were firm but unchanged in price.

GLYCERIN

With the demand for glycerin for anti-freeze purposes again felt in the market, prices firmed up all along the line and sellers showed little tendency to bid prices down. C. P. in drums was quoted $\frac{1}{2}$ c lb. higher at 14c to 14 $\frac{1}{2}$ c lb. Dynamite glycerin advanced 1c lb., and closed at 11 $\frac{3}{4}$ to 11c lb.

ROSIN

Unfavorable weather in producing areas

THE NEWPORT PRODUCTS

*for
soap
makers*

TETRALIN and HEXALIN

**Hydrogenated Coal Tar Bases with
High Boiling Points and
Better Dissolving Properties**

for oils, waxes, greases and fats than the solvents commonly used — therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.



**The Newport Chemical Works, Inc.
Passaic, New Jersey**

Branch Offices and Warehouses:

Boston, Mass.

Providence, R. I.

Philadelphia, Pa.

Chicago, Ill.

Greensboro, N. C.

"Paradi"

Trade Mark Reg. U. S. Pat. Off. 161837

Paradichlorbenzene

HOOKER Paradichlorbenzene is specially prepared for use in the manufacture of Moth Preventives and Deodorizing Products. It is available for immediate shipment in 50, 100, or 200 pound barrels.

Other Chemicals manufactured by

HOOKER ELECTROCHEMICAL COMPANY

Caustic Soda—Liquid Chlorine—Bleaching Powder—Muriatic Acid—
Monochlorbenzene—Benzoate of Soda—Benzoic Acid—Benzoyl
Chloride—Benzyl Alcohol—Antimony Trichloride—Ferric Chloride—
Sulphur Monochloride—Sulphur Dichloride—Sulphuryl Chloride—Salt.

HOOKER ELECTROCHEMICAL CO.

Eastern
Sales Office:
25 Pine Street, New York
Plant:
Niagara Falls, N. Y.



Western
Sales Office:
Tacoma, Washington
Plant:
Tacoma, Washington

Say you saw it in SOAP!

caused a firmness in the rosin market during the recent period, as demand continued strong. Stocks decreased considerably in distributing centers in face of heavy shipments. The whole price schedule advanced 10c to 40c bbl. on the various items. The closing quotations were: B, \$9.25; H, \$9.30; K, \$9.30; N, \$9.35; WG, \$9.40; WW, \$9.65; wood works, \$7.25.

MISCELLANEOUS

Imported menthol cases were again quoted lower at \$4.50 to \$4.75 lb., the recent shortage apparently having run its course. Although moving into a normally slow season insect powder continued in comparatively firm condition, and was priced at 31 to 33c lb.

J. Wrench, sales manager of Industrial Chemical Sales Co., New York, has just returned from a very successful sales trip to the West Coast. The trip was made in connection with the expansion of their business in this territory.

American Cyanamid has offered stockholders of record Oct. 8 the right to subscribe for one new share of class B common stock at \$30, for each two shares of class A or B stock now held. Proceeds will be used to add to the equipment and working capital of the plant.

Doan New Dow Sales Manager

Leland I. Doan, assistant sales manager for the Dow Chemical Co., Midland, Mich.,



LELAND I. DOAN

during the past several years, has been appointed general sales manager to succeed G. Lee Camp, whose health has been bad and who will remain with the company in the sales division, but will only be called on for special work. Mr. Camp has been with the company for 28 years. Mr. Doan, who has been with Dow for twelve years, is a son-in-law of Dr. Herbert H. Dow. He was educated at the University of Michigan, and is a Mason and member of the Saginaw and Midland Country Clubs.

George B. Lucas, for years connected with the coaltar products department of Barrett Co., New York, is now with Winslow Lanier Co., investment bankers, 51 Wall St.

When You Need TRI SODIUM PHOSPHATE

and your Production Manager phones up to your purchasing department to "**Rush that requisition for T.S.P. — we're nearly out!**" — just wire our nearest branch and we will **ship immediately** — whether it's a bag, barrel or carload. With ample stocks in our 19 branches and warehouses all over the country, we can give you **SERVICE** and the quality is always the highest, of course — **Grasselli Grade**.

THE GRASSELLI CHEMICAL CO.
Established 1839 **CLEVELAND**

Branches and Warehouses:	
Albany	Cincinnati
Birmingham	Detroit
Boston	Milwaukee
Brooklyn	Newark
Charlotte	New Haven
Chicago	New Orleans
New York	
Paterson	
Philadelphia	
Pittsburgh	
San Francisco	
St. Louis	
St. Paul	

GRASSELLI GRADE *A Standard Held High for 90 Years*

ISP

MADE IN U.S.A.
GRASSELLI
DRY COLORS
PRIMER & T.

PALM OIL

All Grades in Bulk, Tank Cars, Drums, Casks,
Barrels. Direct Importations from

WEST AFRICA
SUMATRA
MALAY

PALM KERNEL OIL

Crushed and Extracted

PEANUT OIL

LINSEED OIL

SESAME OIL

SUN FLOWER OIL

RAPESEED OIL

SHEANUT OIL

RICE OIL

SOYA OIL

COTTON OIL

CASTOR OIL

Deliveries in All Positions

Bulk, Tank Cars, Packages

THE UNITED AFRICA CO. INC.

205 EAST 42nd ST., NEW YORK CITY

Say you saw it in SOAP!

Market Report on TALLOW, GREASES AND OILS

(As of Oct. 8, 1929)

NEW YORK—The market for tallow, greases and oils continued active throughout the recent period with a good volume of small sales made and numerous price changes recorded. Most of the changes were to higher levels in the early weeks, and it was not until near the close of the period that small declines resulted. The schedule still remained well above the point where it closed last period. Coconut and corn oil were quoted higher as offerings continued light. Grease rose again as demand continued good, but lard was priced lower due to increased offerings. Quotations were resumed on crude cottonseed oil, with traders waiting additional crop reports before resuming activity. Linseed oil continued to advance in price spectacularly, as crop estimates were again revised downward. Olive and palm oil were quiet and practically unchanged.

COCONUT OIL

Coconut oil rose fractionally in price as offerings continued light. Stocks in the hands of users are thought to be small as purchases have been made only in small volume throughout recent weeks. Copra also rose in price, being priced at $4\frac{1}{2}$ ¢ lb., $\frac{1}{4}$ ¢ above the figure set at the close of last period.

CORN OIL

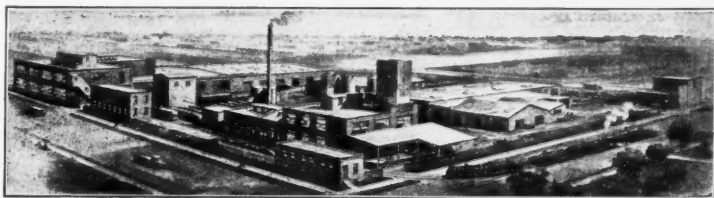
Corn oil was priced $\frac{1}{2}$ ¢ lb. higher as demand continued good while offerings decreased. Oil in tanks at the mill brought $8\frac{3}{8}$ ¢ to $8\frac{3}{4}$ ¢ lb. Conditions were slightly easier toward the close of the period.

COTTONSEED OIL

As quotations were resumed on crude oil, mill tanks were quoted at $7\frac{3}{8}$ ¢ to $7\frac{1}{2}$ ¢ lb. Traders were awaiting additional crop reports, and held off from the market.

VEGETABLE OILS

Buy Direct from the Producer!



OVER FIFTY YEARS' EXPERIENCE

ESTABLISHED 1876

Corn Oil—Peanut Oil—Cottonseed Oil

Coconut Oil—Fatty Acids

C. F. SIMONIN'S SONS, Inc.

Manufacturers and Refiners

PHILADELPHIA

PENNSYLVANIA

FREY & HORGAN

25 BEAVER STREET

NEW YORK

Telephones - Hanover 5527-28-29

Cable Address "Freyhorgan"

Vegetable Oils - Tallow - Greases

Coconut Oil

Olive Oil

Oleo Stearine

Palm Kernel Oil

Olive Oil Foots

Oleo Oil

EVERY SOAPMAKER

should have the assurance of knowing that their soap oils and fatty acids will turn out a uniformly finished product.

DIAMOND "G"

OILS AND FATTY ACIDS

are guaranteed to meet all your requirements and will help to turn out a soap on which your trade-mark or wrapper can be safely put.

Refined Soft Soap Oil

Corn Oil No. 2

Corn Oil Fatty Acid

Edible Cocoanut Oil

Cochin Type Cocoanut Oil

White Ceylon Grade Cocoanut Oil

Cocoanut Oil Fatty Acid

Soya Bean Oil Fatty Acid

Refined Palm Kernel Oil

Palm Kernel Oil

Mustardseed Oil

Peanut Oil Fatty Acid

Cottonseed Oil

Purit Decolorizing Carbon

DURKEE FAMOUS FOODS, INC.

SUCCESSOR TO

THE GLIDDEN FOOD PRODUCTS CO.

VEGETABLE OIL REFINERS

2670 Elston Ave., Chicago, Ill.
Armitage 1690
A. E. Starkie

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Astoria 2600
J. Ch. Demetrius

WELCH, HOLME & CLARK CO., Inc.

Established 1838

563 Greenwich Street, New York City

CHEMICALS

CAUSTIC SODA

SODA ASH

SAL SODA

BATH POWDER SODA

CAUSTIC POTASH

CARBONATE POTASH

VEGETABLE OILS

OLIVE OIL

OLIVE OIL FOOTS

COTTONSEED OIL

SOYA BEAN OIL

SESAME OIL

PALM OIL

PALM KERNEL OIL

COCOANUT OIL

FATTY ACIDS

RAPESEED OIL

Say you saw it in SOAP!

GREASE AND LARD

Grease continued its recent advance and was quoted $\frac{1}{2}$ c lb. higher on all grades during the period. Toward the close quotations were reduced. Lard followed the opposite course, being weak in the early part of the period and firming up toward the close when it was quoted 1c lb. under the opening price.

LINSEED OIL

Linseed oil advanced 2c lb. on all grades as additional reports from primary centers lowered the crop estimate. This gave a firm undertone to the whole market, strengthening competing products.

OLIVE AND PALM OILS

No significant price changes were noted in these oils. There was little activity in either oil, with fractionally lower prices quoted on a few sales.

SOYA BEAN OIL

Offerings of soya bean oil were lighter, with consequent advances in price by certain sellers. Demand continued good.

STEARIC ACID

Producers advanced prices of both double and triple pressed acid $\frac{1}{4}$ c lb., due to another increase in the cost of the Raw Material.

Retail Druggists Meet

The thirty-first annual convention of National Association of Retail Druggists was held September 17 to 20 in Nicollet Hotel, Minneapolis, and was attended by more than 2,000 retail druggists. Denny Brann, president of the organization, called the meeting to order and started proceedings by delivering his message to the delegates. He pointed out that the continuation of recent combination deals involving gifts of tooth paste, talcum powder and other toiletries to consumers would eventually persuade them that it was unnecessary to buy such articles. The Capper-Kelly bill, prohibition enforcement and the Federal Food and Drug Act were also discussed. A drug and toilet articles trade show was held in connection with the convention at which the following companies were numbered among the exhibitors: Plough, Inc.; Lambert Pharmaceutical Co.; Bauer & Black; Norwich Pharmaceutical Co.; Lehn & Fink; Johnson & Johnson; E. R. Squibb & Sons; J. B. Williams Co.; Armand Co.; Yardley & Co., Ltd.; Pepsodent Co.; Cenol Co.; Colgate-Palmolive-Peet Co., and Kolynos Co.

A very satisfactory nickel polish consists of 50% F. F. F. powdered pumice, 6% ceresin and 44% olein.

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suited to YOUR needs

WELL-CONSIDERED selection and correct use of S. & S. Package Filling, Sealing and Wrapping Machines effect substantial savings in:

1. The material of which the package is made;
 2. The labor of packing and handling;
 3. The product itself, through accurate measuring and weighing.
- In addition, you will find marked improvement in:

1. The display value of the package;

2. The selling power of the package;
3. Preservation of the contents.

If your output is small, you can get money-saving machinery at very moderate cost. If your production is large, the investment in major equipment brings big dividends in operating economies.

S. & S. Package Machinery covers the complete range of production needs. The most dusty or sticky materials are efficiently handled in large or small quantities.

Your request for information will receive prompt attention.

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OIL OF BERGAMOT ~ VILARDI

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Ask us for a sample and be convinced that the

OIL OF BERGAMOT

supplied by the

HOUSE OF VILARDI

is the kind you should use.

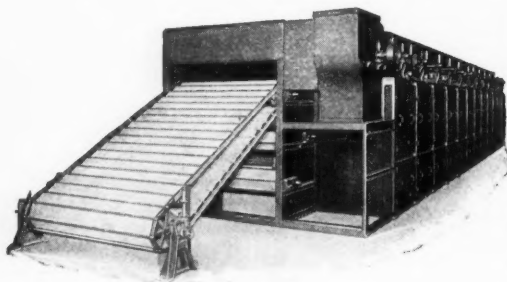
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NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor or progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.

GRANITEVILLE

MASSACHUSETTS

Say you saw it in SOAP!

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P. drums	lb.	.15	.17
Acid, Boric, bbls., 97%	lb.	.05%	.06%
Cresylic, 97%, dk., drums	gal.	.58	.70
97-99%, pale drums	gal.	.65	.78
Formic, 85%, tech.	lb.	.11	.12
Oxalic, bbls.	lb.	.11	.11½
Salicylic, tech.	lb.	.37	.42
Adeps Lanae, hydrous, bbls.	lb.	.14½	.15
Anhydrous, bbls.	lb.	.15½	.16
Alcohol, Ethyl, U. S. P., bbls.	gal.	2.67	2.80
Complete Denat., No. 5, drums, ex.	gal.	.50	.58
Alum, potash, lump, lb.	lb.	.03½	.03½
Ammonia Water, 26° drums wks.	lb.	.03	.03½
Ammonium Carbonate, tech., bbls.	lb.	.08½	.13
Bay Rum, Porto Rico, denat., bbls.	gal.	.80	.85
St. Thomas, bbls.	gal.	.80	.85
Domestic, bbls.	lb.	.70	.75
Benzaldehyde, U. S. P.	lb.	1.15	1.30
Technical, bbls.	lb.	.60	.65
Bleaching, Powder, drums, 100 lb.	lb.	2.00	2.60
Borax, pd., cryst., bbls., kes.	lb.	.02%	.03½
Carbon Tetrachloride, car lots	lb.	—	.06½
Carbon Tetrachloride, L. C. L.	lb.	.06½	.10
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	10.00	25.00
Cresol, U. S. P., drums	lb.	.14	.17
Creosote Oil, tanks	gal.	.13	.16
Formaldehyde, bbls.	lb.	.09½	.10
Fullers Earth	ton	15.00	30.00
Glycerin, C. P., drums	lb.	.14	.14½
Dynamite, drums	lb.	.11¾	.12
Saponification, tanks	lb.	.07½	.08
Soaps, Lye, tanks	lb.	.06¾	.07
Hexalin, drums	lb.	—	.60
Kieselguhr, bags	ton	30.00	60.00

Lanolin, see Adeps Lanae.			
Lime, live, bbls.per bbl.	1.70	2.20	
Menthol, cases	lb.	4.50	4.75
Synthetic, tins	lb.	3.00	3.75
Mercury Bichloride, kegs	lb.	1.65	1.80
Naphthalene, ref. flakes, bbls.	lb.	.04½	.05½
Nitrobenzene (Myrbane) drums.	lb.	.09½	.11
Paradichlorobenzene, bbls.	lb.	.17	.18
Paraformaldehyde, kegs	lb.	.45	.47½
Petrolatum, bbls. (as to color)	lb.	.02%	.08%
Phenol, (Carbolic Acid), drums.	lb.	.18	.20
Pine Oil, bbls.	gal.	.67	.72
Potash, Caustic, drums	lb.	.07½	.07%
Flake	lb.	.07½	.09
Potassium Bichromate, casks.	lb.	.09	.09%
Pumice Stone, powd.100 lb.	2.50	4.00	
Rosins (600 lb. bbls. gross for net) —			
Grade B to H, basis 280 lb.bbl.	9.25	9.30	
Grade K to N	bbl.	9.30	9.35
Grade WG and WV	bbl.	9.40	9.65
Wood, works	bbls.	—	7.25
Rotten Stone, powd., bbls.	lb.	.02½	.04½
Silica, Ref., floated	ton	22.00	30.00
Soap, Mottled 40 lb. box	lb.	.15	—
Powdered White, U. S. P.	lb.	.29	.30
Green, U. S. P.	lb.	.07¾	.08½
Whale Oil, bbls.	lb.	.04	.05½
Soda Ash, Contract, wks., bags, bbls.,			
100 lb.	1.34½	1.57½	
Five bbls., up, local	100 lb.	2.29	2.44
Soda Caustic, Cont., wks., sid., 100 lb.	2.90	—	
Five drums up, solid, local, 100 lb.	3.76	3.91	
Five drums up, grnd. flk., 100 lb.	4.16	4.31	
Soda Sal, bbls.100 lb.	.90	1.15	
Soda, Sesquicarbonate, bbls., 100 lb.	3.00	3.75	
Sodium Bifluoride	lb.	.17½	.19
Sodium Chloride (Salt)	ton	15.00	20.00

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TRI SODIUM PHOSPHATE

Fine granular and Powdered
Free flowing and non-caking



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CARBON TETRACHLORIDE

Redistilled — Water White — Supplied
also in combination with other solvents
to meet individual requirements

also manufacturers of CAUSTIC SODA

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MANUFACTURERS

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WHAT a convenience it is to have Tri Sodium Phosphate that is free-flowing—even after weeks of storage! Hundreds of users will tell you to use Victor's.

The illustration here shows the mixing room of a large soap factory. See how readily Victor Tri Sodium Phosphate flows into the mixer. Victor T S P is also noted for its purity, particular combination of carefully granulated and sized crystals and brilliant white color. It is almost instantly soluble. Packed in bags, barrels and kegs and carried in stock at conveniently located shipping points.

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Tri Sodium Phosphate**

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A powerful perfume base of the lemongrass type especially adapted for use in liquid soaps, deodorizing blocks and crystals, fly sprays, theatre sprays, polishes.

LEMENONE

The lowest cost odor of its type available. For use alone or compounded with other odor bases. Gives a refreshing citrus character to any odor. Will cut the cost of any odor.

Priced at 26c. per pound in drums.

Let us send you a sample of this low cost base.

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Building No. 5 - Bush Terminal Building - Brooklyn, N. Y.

Say you saw it in SOAP!

Sodium Fluoride, bbls.lb.	.08½	.10
Sodium Hydrosulphite, bbls.lb.	.23	.27
Sodium Phosphate, bbls.lb.	.03-9/10	.04½
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drum, 100 lb.	.70	.80
Drums, 60 deg., wks.100 lb.	1.65	—
In tanks, 10c less per hundred works.		
Tar Acid Oils, 15-25%gal.	.26	.30
Zinc Oxide, lead freelb.	.06½	.07
Zinc Stearate, bbls.lb.	.21	.26

Oils—Fats—Greases

Castor, No. 1, bbls.lb.	.13¼	.13½
No. 3, bbls.lb.	.12¾	.13
Coconut, tanks, N. Y.lb.	.07½	—
Tanks, Coastlb.	.06¾	.07
Fatty acids, mill, tankslb.	.10½	Nom.
Cod, Newfoundland, bbls.gal.	.59	.60
Copra, bags, Coastlb.	.04½	—
Corn, tank, millslb.	.08½	.08¾
Bbls., N. Y.lb.	.10	Nom.
Fatty acidlb.	.08¾	Nom.
Cottonseed, crude, tanks, mill.lb.	.07¾	.07½
PSYlb.	.09¼	.09½
Fatty Acids, mill, bbls.lb.	.09	Nom.
Degras, Amer., bbls.lb.	.04¾	.05½
English, bbls.lb.	.05	.05½
German, bbls.lb.	.03½	.04
Neutral, bbls.lb.	.07¾	.09½
Greases, choice white, bbls., N. Y.lb.	.08½	.10
Yellowlb.	.07¾	.07½
Brownlb.	.07½	.07¼
Houselb.	.07¾	.07½
Lard, prime, steam, tierces.lb.	.11¼	—
Compound tierceslb.	.11¼	.11½
Lard Oil, edible primelb.	.15	—
Extra, bbls.lb.	.12½	—
Extra, No. 1 bbls.lb.	.12	—
No. 2, bbls.lb.	.11½	—
Linseed, raw, bbls., spotlb.	15.90	16.70
Tanks, rawlb.	—	15.10
Boiled, 5 bbls. lotslb.	—	17.10
Menhaden, Crude, tanks, Balt.gal.	—	.50
Light pressed, bbls.gal.	.67	.70
Yellow, bleached, bbls.lb.	.69	.72
Extra bleached, bbls.lb.	.72	.75
Oleo Oil, No. 1, bbls., N. Y.lb.	.11½	—
No. 2, bbls., N. Y.lb.	.10¼	—
No. 3, bbls., N. Y.lb.	.10	—
Olive, denatured, bbls., N. Y.gal.	1.00	1.10
Shipmentsgal.	.97	1.00
Foots, bbls., N. Y.lb.	.09	.09½
Shipmentslb.	.09	—
Palm, Lagos, casks spotlb.	.07½	.07¾
Shipmentslb.	.07¾	.07½
Niger casks, spotlb.	.07¾	.07½
Shipmentslb.	.07¼	—
Palm Kernel, pkgs.lb.	.08¾	.08½
Tank carslb.	.07¾	.07½
Peanut, refined, bbls., N. Y.lb.	.13¼	Nom.
Crude, bbls., N. Y.lb.	.11½	Nom.
Red Oil, distilled, bbls.lb.	.10¾	.11½
Saponified, bbls.lb.	.10½	.11½
Tankslb.	.09¾	—
Soya Bean, crude tks., Pac. Coast.lb.	.11	.11¼
Crude, bbls., N. Y.lb.	.12½	.12¾
Refined, bbls., N. Y.lb.	.13¾	.13¾
Stearic Acid		
Double Pressedlb.	.15¾	.16¼
Triple pressed, bgs.lb.	.18¼	.18¾
Stearine, oleo, bbls.lb.	.11	.11¼
Tallow, fancy, f. o. b. plant.lb.	.09½	.09¾
City, ex. loose, f. o. b. plant.lb.	.08¾	—
Tallow oils, acidless, tanks, N. Y.lb.	—	.10¾
Bbls., c/1, N. Y.lb.	—	.11
Whale, nat. winter bbls., N. Y.lb.	—	.78
Bichd., winter, bbls., N. Y.gal.	—	.80
Extra blechd., bbls., N. Y.gal.	—	.82

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Carbon Tetrachloride

in your liquid cleaners

STAUFFER BRAND Carbon Tetrachloride will make a good cleaner better. It is 99.9% pure, the purest obtainable anywhere, is water white and is absolutely free

from residue or residual odor. May we work with you when you are next in the market? Let us submit samples and prices. Anything from a drum up.

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*Perfume and Color your "Para"
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Essential Oils

Almond, Bitter, U. S. P.lb.	2.75	3.00
Bitter, F. F. P. A.lb.	2.90	3.75
Sweet, canslb.	.72	.76
Apricot, Kernel, canslb.	.42	.44
Anise, canslb.	—	—
U. S. P. canslb.	.81	.83
Bay, tinslb.	2.35	2.55
Bergamot, copperslb.	3.50	3.75
Artificiallb.	2.00	3.25
Birch Tar, rect., bot.lb.	.40	.45
Crude, tinslb.	.11	.14
Bois de Rose, Brazilianlb.	1.50	1.60
Cayennelb.	2.00	2.35
Cade, canslb.	.25	.26
Cajuput, native, tinslb.	.80	.83
Calamus, bot.lb.	3.25	3.50
Camphor, Sassy, drumslb.	.32	.34
White, drumslb.	.37	.39
Cananga, native, tinslb.	2.90	3.00
Rectified, tinslb.	3.65	3.85
Caraway Seedlb.	1.85	1.95
Cassia, 80-85%lb.	—	—
Redistilled, U. S. P., canslb.	1.55	1.60
Cedar Leaf, tinslb.	1.00	1.10
Cedar Wood, light, drumslb.	.26	.28
Citronella, Java, drumslb.	.68	.72
Citronella, Ceylon, drumslb.	.48	.49
Cloves, U. S. P., canslb.	2.10	2.20
Copaibalb.	.60	.70
Eucalyptus, Austl., U. S. P., cans—lb.	.55	.58
Fennel, U. S. P., tinslb.	.80	.90
Geranium, African, canslb.	5.00	5.50
Bourbon, tinslb.	5.00	5.25
Hemlock, tinslb.	1.00	1.10
Lavender, U. S. P., tinslb.	2.75	5.00
Spike, Spanish, canslb.	.90	1.10
Lemon, Ital., U. S. P.lb.	3.70	3.80
Lemongrass, native, canslb.	.75	.80
Linaloe, Mex., caseslb.	2.50	2.60
Neroli, Artificiallb.	10.00	20.00
Nutmeg, U. S. P., tinslb.	1.80	1.90
Orange, Sweet, W. Ind., tinslb.	5.10	5.50
Italian, cop.lb.	4.90	5.10
Distilledlb.	3.15	3.35
Origanum, cans tech.lb.	.25	.30
Patchoulilb.	9.50	10.50
Pennyroyal, dom.lb.	1.80	2.00
Importedlb.	1.20	1.30
Peppermint, nat. caseslb.	3.25	3.35
Redis, U. C. P., caseslb.	3.50	3.65
Petit Grain, S. A., tinslb.	1.90	1.95
Pine Needle, Siberianlb.	.65	.70
Pinus Pumilio, U. S. P.lb.	2.50	2.85
Rose, Frenchoz.	13.00	14.00
Bulgarianoz.	14.00	17.00
Artificialoz.	2.00	2.75
Rosemary, U. S. P., drumslb.	.44	.50
Tech., lb. tinslb.	.30	.35
Sandalwood, E. Ind., U. S. P.lb.	8.00	8.25
W. Indian (Amyris)lb.	2.45	2.50
Sassafras, U. S. P.lb.	.80	1.10
Artificiallb.	.40	.42
Spearmint, U. S. P.lb.	4.10	4.20
Thyme, red, U. S. P.lb.	.72	.85
White, U. S. P.lb.	.82	.84
Tech.lb.	.60	.70
Vetivert, Bourbonlb.	6.00	9.00
Javalb.	20.00	22.00
Ylang Ylang, Bourbonlb.	9.00	12.00

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...runs true to formula and the formula, in turn, corresponds precisely to that which has been selected for your own purpose.

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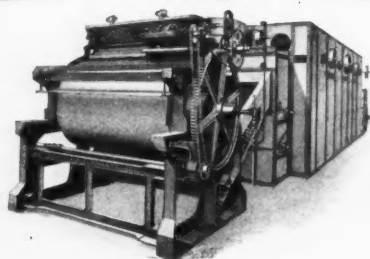
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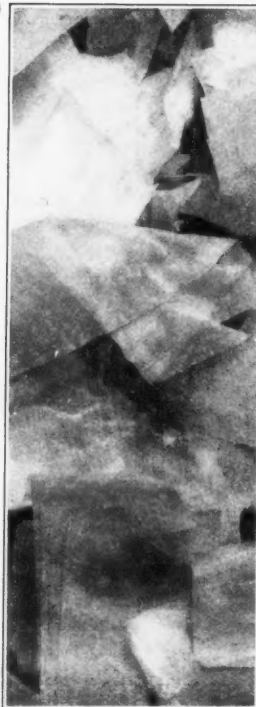


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This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

PROCTOR & SCHWARTZ, Inc.
PHILADELPHIA



Say you saw it in SOAP!

Aromatic Chemicals

Acetophenone, C. P.lb.	3.00	3.75
Amyl Cinnamic Aldehydelb.	4.00	8.00
Anethollb.	1.85	1.90
Benzaldehyde, tech.lb.	.60	.65
F. F. C.lb.	1.30	1.40
Benzyl Acetatelb.	.95	1.25
Alcohollb.	1.25	1.35
Citrallb.	2.75	4.00
Citronellallb.	2.00	3.00
Citronellollb.	3.50	5.00
Citronellyl Acetatelb.	13.00	14.00
Coumarinlb.	3.50	4.00
Diphenyl oxidelb.	.90	1.15
Eucalyptol U. S. P.lb.	1.00	1.05
Eugenol, U. S. P.lb.	3.75	3.85
Geraniol, Domesticlb.	2.00	2.40
Importedlb.	2.50	3.00
Geranyl Acetatelb.	2.50	3.00
Hellotropin, dom.lb.	1.90	2.00
Importedlb.	2.35	2.60
Hydroxycitronellallb.	5.50	6.00
Indol, CPoz.	6.00	6.50
Iononelb.	5.00	10.00
Iso-Eugenollb.	4.75	5.00
Linaloollb.	3.25	5.00
Linalyl Acetatelb.	4.25	7.50
Menthollb.	4.90	5.25
Methyl Acetophenonelb.	3.75	4.25
Anthranilatelb.	2.25	2.40
Paracresollb.	8.00	9.00
Salicylate, U. S. P.lb.	.40	.43
Mirbane, rect.lb.	.10	.12
Musk Ambrettelb.	6.50	7.00
Ketonelb.	7.50	8.00
Xylenelb.	2.15	2.75

Phenylacetaldehydelb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot.lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.lb.	4.50	6.50
Rhodinollb.	12.00	18.00
Safrollb.	.44	.46
Terpineol, CP, 1,000 lb. drs.lb.	.34	.36
Canslb.	.36	.38
Terpinyl Acetate, 25 lb. canslb.	.90	1.15
Thymol, U. S. P.lb.	2.20	2.40
Vanillin, U. S. P.lb.	6.25	7.00
Yara Yaralb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.lb.	.31	.33
Concentrated Extractgal.	2.10	2.30
Gums—		
Arabic, Amb. Sts.lb.	.29	.30
White, powderedlb.	.31	.34
Karayalb.	.12	.30
Tragacanth, Aleppo, No. 1lb.	1.28	1.40
Sortslb.	.50	—
Turkish, No. 1lb.	1.00	Nom.
Pine Oil, stm. dist.gal.	.67	.69
Tar Oil, bbls. dist.gal.	.50	.52
Commercial Gradegal.	.42	.44
Waxes—		
Bayberry, bgs.lb.	.28	.30
Bees, whitelb.	.50	.55
African, bgs.lb.	.33	.34
Refined, yel.lb.	.38	.40
Candelilla, bgs.lb.	.22	.23
Carnauba, No. 1lb.	.33	.34
No. 2, Yel.lb.	.29	.30
No. 3, Chalkylb.	.23	.24
Japan, caseslb.	.16	.17
Paraffin, ref. 125-130lb.	.04 $\frac{1}{4}$.05 $\frac{1}{8}$

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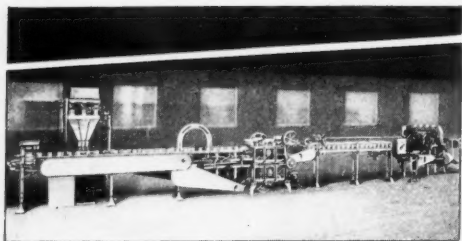
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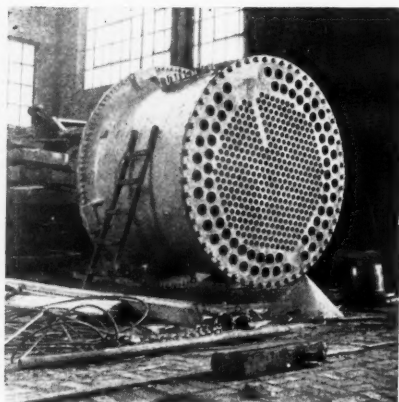
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Discuss Liquid Soaps

(From page 27)

coconut liquid soaps, aids materially in free rinsing of the soap, lowers the cloud-point of the finished product. Lastly, castor oil definitely assists in the complete saponification of the oils used. Analysis over long practice records less than one-half of one per cent of unsaponified matter. This feature is important in the manufacture of all liquid soap product as to filtration, stability and quality. Caustic potash, after being dissolved, is specially treated to remove all impurities such as iron, magnesium and calcium and inert materials. It is used to saponify the oils into a 45 per cent stock soap solution. One-half of one per cent of borax is added to the boiling soap solution calculated on the weight of the total charge and serves two purposes, one, to inhibit rancidity and subsequent moulding, and second, to lessen the alkali which is liberated by hydrolysis when used by the ultimate consumer. This solution when properly finished is stored until needed. Any desired percentage of liquid soap is made from this stock solution upon the addition of a definite quantity of water. Water—all waters used are pre-treated to take out all mineral impurities.

"A fifteen per cent anhydrous liquid soap prepared from the above stock solution contains approximately 18½ per cent of non-volatile matter which is composed of true soap and glycerine. Filtered at a temperature of 4 degrees Centigrade with the use of refrigerating apparatus, the finished product is water white, crystal clear and practically free from any objectionable odor.

"'Suitably perfumed' is not specific—we suggest that the amount of perfume and its character be described. Price is a factor in consideration. We have furnished the Government with liquid soap perfumed with safrol and oil of camphor, using two and one-half pounds of each per thousand gallons of finished product. The camphor odor neutralizes the coconut odor, the safrol imparts the sweet effect.

"A liquid soap prepared as described above will on analysis show less impurities than required on Specification No. 27.

"Triethanolamine liquid soaps properly prepared are better products in many respects than those prepared according to Specification No. 27.

"These are conclusions from the results of experiments conducted by the writer. Price, however, enters somewhat into the commercialization of these products, the raw material costs being approximately double the well



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known usual commercial liquid soaps. We suggest that consideration be given to these soaps by the Special Committee. The base soap dissolves crystal clear in tap water without filtration. Stability is maintained under severe cold tests. They lather satisfactorily, giving thick creamy lathers which on the addition of more water form copious thin lathers. They hydrolyze, practically, not at all. They are readily made from the free fatty acids of oleic, coconut, castor and other pure vegetable oil fatty acids.

"Conclusion—We advocate a specific formula. Fatty acids in the finished product should be restricted by definite chemical constants, such as titer, iodine value, saponification number, etc. Standardization does not mean broad limits for individual interpretation. Manufacturers of liquid soaps are fully acquainted with what can and cannot produce satisfactory commercial liquid soap products."

New Patents

(From page 59)

ingredient of Derris Species. Patented Aug. 13, 1929, by Sankichi Takei of Tokyo, Japan, assignor to Zaidan Hojin Rikagaku Kenkyujo, Tokyo, Japan. The process of producing a liquid insecticide containing the effective ingredient of the derris specie which comprises extracting raw material containing the aforesaid ingredient with a volatile organic solvent therefor, mixing the extract with an anhydrous alkali-free organic preservative for the ingredient, evaporating the solvent from the mixture and mixing the resulting product with an organic colloidal material in an aqueous medium.

No. 1,725,245. Cleaner and Polish. Patented Aug. 20, 1929, by Robert Bates of Athens, Tennessee. A cleaner and polish, consisting of three gills of a solution of the gum of chicken-grape vine (*Vitis cordifolia*) in water, specific gravity 1.0006 at 20° C., five ounces of neutral soap, one teaspoonful of salt, and one teaspoonful of soda bicarbonate.

No. 1,725,363. Production of Glycerin by Fermentation. Patented Aug. 20, 1929, by Frank A. McDermott of Claymont, Delaware, assignor to E. I du Pont de Nemours and Company of Wilmington, Delaware, a corporation of Delaware. In the production of glycerin by yeast fermentation of a mash containing in solution favorable amounts of a yeast fermentable sugar and material adapted to promote such formation



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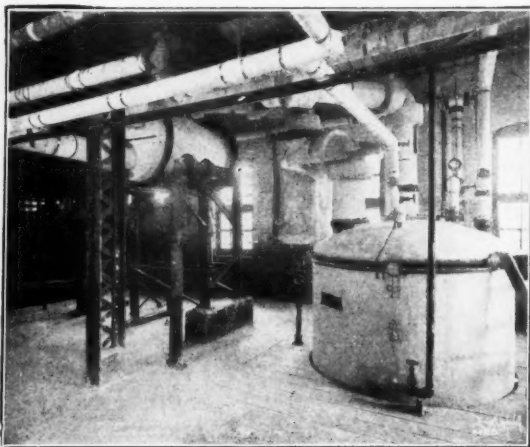
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of glycerin, the process of adding to the original mash during the progress of the fermentation, successive doses of a water solution of said sugar and said material, said doses being of small volume relative to the original mash but of high relative concentration.

No. 1,725,656. Process of Treating Materials to Render Them Undesirable as a Habitation for Insects. Patented Aug. 20, 1929, by Harold Maxwell-Lefroy of London, England, assignor to The Graesser Monsanto Chemical Works, Limited, Ruabon, North Wales, a British company. Materials impregnated with polynalogenated Naphthalene in amount sufficient to render them undesirable as a habitation for insects but insufficient to alter substantially their physical and mechanical properties.

No. 1,725,746. Soap Dispenser. Patented Aug. 27, 1929, by Arthur J. Bodien of Daly City, California, assignor of one-half to Foster G. Dyer, San Francisco, California. A soap dispenser adapted for use with a cylindrical original container of soap comprising a circular disc adapted to fit within said container and having a radial slot, a lip against said slot and projecting

into said container, and means for securing said disc on a support spaced from said disc to permit rotation of said original container between said disc and said support.

Horace Bowker was recently elected president of American Agricultural Chemical Co., succeeding George B. Burton who has retired after 42 years with the company. Mr. Bowker has been with the company for 20 years and has been a vice-president since 1920. Robert S. Bradley, chairman of the board, has also resigned, after being with the company for over 50 years.

Mathieson Alkali Works, New York, has offered stockholders the right to subscribe for additional stock at \$40 a share on the basis of one new share for each ten now held. The stock is now worth about \$60 a share which makes the rights worth approximately \$1.82 each. They expire Sept. 27.

Exports of dental creams from United States during May, 1929, were valued at \$170,665, according to Department of Commerce figures. British India and Java were the largest customers, each taking about \$20,000 worth of these products. Other dentifrices to the amount of \$25,886, were also exported.

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INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*.
Harry W. Cole, Holbrook, Mass., Secretary.

Try Terry Patent Suit

THE Terry Fly Spray patent suit which has attracted countrywide attention over the past year went to trial September 24 in San Francisco. The defendant in the case was a comparatively small manufacturer of Oakland, California, the An-Fo Manufacturing Company. Unable to stand the financial burden of a trial of this kind alone, this manufacturer when first served in the suit appealed for aid to other liquid insecticide manufacturers. About fourteen or fifteen were quick to come to the assistance of the defendant both with evidence and financial aid. They quite obviously appreciated that a verdict against the defendant in this suit would be equivalent to a verdict against themselves. By the time the case went to trial, it had in reality become a group of manufacturers defending themselves against what they considered were the claims of a holder of an invalid patent.

The case went to trial with all the cards on the table. A full list of those who had contributed to the defense fund was voluntarily presented by the defense counsel. No effort was made to conceal the fact that all pyrethrum liquid insecticide manufacturers are vitally interested in the outcome of the suit to the extent of being willing to contribute cash to aid in its defense. The testimony as offered appeared to show that these liquid insecticide sprays have been on the market continuously since 1916 without substantial change in the original formulas, and that the United States Government was itself a large buyer of them at a time prior to the application for the Terry Patent.

The evidence as presented at the trial apparently was quite favorable to the defense and seemed to satisfy those most closely interested in the defense. A decision, however, will have to await further consideration of the evidence by the Court.

Liquid household insecticides are finding an increasing demand in the Italian market, due

to the passage of laws recently compelling an extensive use of exterminators in fighting household pests. Nevertheless American sales declined during the year as a result of increased competition from cheaper and less effective products made domestically. American products were the first to be introduced to the Italian market and have been advertised consistently.

Mosquito Larvæcides

FOR years, crude petroleum has been the most used product for destruction of the mosquito in his breeding place, in ponds, swamps, marshes, streams, and the like. Although this product has many drawbacks as a mosquito exterminating agent, its use has continued on a more or less broad scale. The efforts of manufacturers of competing products to popularize their goods have been somewhat feeble and account perhaps for the continued popularity of petroleum with health boards and others entrusted with the work of exterminating the mosquito.

In the production and increased sale of mosquito larvæcides of superior quality, there lies an unquestioned opportunity for the manufacturer of coal-tar disinfectants. Coal tar larvæcides will do the work in innumerable cases where petroleum will not. Their range of effectiveness is apparently much greater than petroleum products. Nevertheless, the latter still hold the bulk of this market. The answer is quite evident. The coal-tar manufacturers have not gone after the business in the way they should. There has been no concerted effort by them as a body to popularize their products for mosquito use. The business, if properly developed, should run into considerable tonnage and mean just one more large outlet for their coal-tar materials. It seems to the casual observer that manufacturers have been passing up a real opportunity to expand their business by not giving more attention to the market for mosquito larvæcides.

Notes of the Trade

Shell Petroleum Corp., St. Louis, manufacturers of liquid insecticides, were elected members of the Insecticide & Disinfectant Manufacturers Association at the recent meeting of the Board of Governors in New York.

White Tar Co. of New Jersey, Kearny, N. J., is building additions to its naphthalene plant which will double the present capacity of the company in this product. The company is also building a new warehouse on its Kearny property with a floor area of 6,000 square feet.

Zonite Products Corp. recently leased a tower floor in the Chrysler building, being built at 42nd St. and Lexington Ave., New York. The space will be occupied by the executive staff of the Zonite organization and its subsidiaries, Agmel Corp., Larvex Co. and A. C. Barnes Co. An option on an adjoining floor has also been taken.

At a meeting of the Chamber of Commerce of the United States in Chicago next month, the Insecticide & Disinfectant Manufacturers Association will be officially represented by Fred Hoyt, of the Frederick Disinfectant Co., Atlanta, Ga.

Wizard, Inc., polishes, report net sales of \$298,433 for the three months ended June 30, 1929, as compared with \$273,693 in the preceding quarter ended March 31, 1929, a 9 per cent increase. Net income amounted to \$34,073, as against \$23,517 in the previous quarter.

Apex Products Corp., Chicago, makers of the Apex moth cake, will be represented in Virginia and North Carolina by Lefebvre-Armistead Co., Richmond, Va.

Lehn & Fink are now advertising their Pebeco tooth paste in newspapers in 106 large cities and also in twelve national magazines. The "acid mouth" style of copy is being continued. United States Advertising Corp. is in charge of the campaign.

Plough, Inc., Memphis, Tenn., formerly Plough Chemical Co., will issue 67,500 shares of common stock to be offered to holders of the 13,474 shares of preferred stock on the basis of three shares for every one now held.

Certain rights to buy additional stock will also be distributed, and the remaining shares of common stock will be sold at \$40 each. The present net profits of the company are running at the rate of \$3.25 a share on the common stock.

Zonite Products Corporation stockholders meet October 18 in New York to consider an increase in authorized capital from 500,000 shares to 2,000,000 shares. It is planned to issue new stock at \$30 a share in the ratio of one new share for each four now held. A quarterly dividend of 40c a share, payable November 15 to stock of record November 1, has been declared. This puts the stock on a \$1.50 basis as against previous dividends of \$1.00 a share yearly.

Hooker Electrochemical Co., 25 Pine St., New York, recently issued an attractively bound eighty-page booklet containing a list of the principal products manufactured by the company. Useful information is given on methods of manufacture, uses, specifications and shipping regulations. A short history of the company is given, together with views of the plants and offices, and pictures of the officials of the company.

Alsop Engineering Co., New York, recently prepared a twelve-page folder in two colors, describing the various pieces of equipment which the company manufactures. Special attention is given to mixers and mixing tanks in the booklet, and many illustrations are used. Space is also given to filters, filling machines, pumps and storage tanks.

McKesson & Robbins recently acquired, through its Chicago subsidiary, Fuller, Morrison & Co., the firm of Hartz & Bahnsen, wholesale drugs, Rock Island, Ill.

Rudolf C. Wasserschied, secretary of H. Clay Glover Co., New York, died recently after a short illness at the age of fifty-three. He is survived by his brother, A. A. Wasserschied, New York manager for Mallinckrodt Chemical Works, his wife, a son and two daughters.

Monsanto Chemical Works, St. Louis, moved its Eastern district sales office from 12 Platt St., New York, to new quarters at 10 East 40th St., New York, on October 7. More office space and larger warehouse facilities are available at the new location. The new telephone numbers are Caledonia 8260-8262.

Fly Spray Patent Trial Held

SAN FRANCISCO, Oct. 3 (Special to SOAP)—Suit of the Terry Fly Spray Co. California against the An-Fo Manufacturing Co., Oakland, Calif., for alleged infringement of the Terry Patent covering liquid petroleum pyrethrum insecticides began Tuesday, September 24, in the United States District Court at San Francisco, before Judge Norcross, United States District Judge from Nevada. The plaintiff maintained that through its patent covering petroleum pyrethrum spray insecticides, it has the exclusive right to manufacture and sell these products and that the An-Fo Manufacturing Co. is doing is infringing its patent.

Although it was confidently expected by both sides that a postponement of the trial to November would be granted, the Court insisted that the case go to trial as originally scheduled on September 24. The case was opened on September 24 and closed October 2. Decision will probably not be handed down by the Court for a month or two, after a filing of briefs and a review of the evidence by the Court.

AFTER a brief presentation of its claim for infringement by the plaintiff, the defendant started its testimony by putting on the stand Mrs. Nell S. Walker of Thomasville, Ga., who described the development and early manufacture and sale of *Walker's Devilment*. Mrs. Walker testified that this *Walker's Devilment*, which is a petroleum pyrethrum insecticide, was developed by her late husband in Thomasville, Ga., in 1916, and that it has been on the market ever since that time without any substantial change having been made in its formula.

Mrs. Walker's testimony was followed by the reading into the record of a number of depositions which were taken in Thomasville, Ga., and included the testimony of several persons who were connected with the manufacture and sale of *Walker's Devilment*, beginning in 1917. In view of the fact that the Terry patent was not applied for until 1923, this testimony concerning *Walker's Devilment* was very important.

Next, defendant's counsel read into the record the depositions of William F. Plowfield and others who were connected with the manufacture and sale of *Flyosan*, beginning early in 1919. This manufacture and sale was

first carried on by the Phenosan Company in Darby, Pennsylvania, which company was later taken over by the Colonial Chemical Corporation at Reading, Pennsylvania.

Following these depositions, Dr. C. H. Dragoo, a surgeon of Topeka, Kansas, who resigned his commission as Lt. Commander of the Medical Corps of the Navy to become associated with the Colonial Chemical Corporation in March, 1920, took the stand and described the manufacture of *Flyosan* as carried out by that company during his connection with it.

Following Dr. Dragoo's testimony, depositions were read into the record showing that the petroleum pyrethrum insecticide, *Komo*, was on the market as early as 1917, and that during that year and thereafter it was sold in large quantities to the United States Navy for use at the Philadelphia Navy Yard.

Other depositions introduced by the defendant's counsel showed that still another kerosene pyrethrum insecticide, namely, *Fly Flu*, was on the market long prior to Terry's patent application, this insecticide having been made in Ocilla, Ga., beginning in the early part of 1919.

In addition to these proofs of prior uses offered by the defendant, testimony of a technical nature was given by Dr. Deong, a celebrated California entomologist, J. M. Evans, a petroleum expert connected with the Associated Oil Company of California, and by Dr. Lazar, a research chemist connected with the same company.

Final Session

THE final session of the Court hearing this case was held on Tuesday, October 1, 1929, in the afternoon, this session being devoted to hearing testimony by plaintiff covering alleged original invention of the product. There were several witnesses, among whom was Mr. Terry. It was brought out in cross-examination that Mr. Terry himself made this product two years prior to application for patent, which in itself is stated, according to the law, to invalidate the patent. The Court also heard brief arguments in closing from both sides and it was agreed to follow the usual practice in filing briefs, which means that the plaintiff files the first brief to which the defendant makes answer, and if any new points are raised in plaintiff's brief, the de-

(Turn to page 111)

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By LEO N. FLEISCHMAN

President, Windsor Wax Company

(Part II)



ON a Commercial scale the preparation of floor wax is apparently a simple enough process, yet its success depends largely upon the understanding and solution of many subtle factors and its technique is gained only at the expense of years of experience and scientific observation. A common method of procedure may be described as follows: A desirable mixture of solid waxes, such as for example two parts of ceresin and one part of carnauba or equal parts of ceresin, montan or carnauba, are melted in a steam jacketed kettle and when the wax is completely molten, sufficient solvent such as turpentine or a mixture of turpentine and peroleum naphtha is slowly added with constant agitation until the proper proportion of wax to solvent has been reached. The mixture during the addition of the solvent must be sufficiently warm to prevent separation or graining out of the wax and not any warmer than is absolutely necessary (overheating affects the quality of the finished product). If coloring is desired, oil soluble colors are introduced at this point to give the required shade, and the mixture of wax and solvent is allowed to cool slightly and then poured into standard containers where solidification takes place. When the latter process is complete, the containers are close and packed as paste floor wax.

The manufacture of liquid wax is carried out as above described with some modifications. Solvent is added to the molten wax with constant stirring and agitation then proceeds with continual cooling by circulation of cold water through the jackets of the kettles which temperature must be maintained until long after the wax is completely cooled. With this treatment, the wax separates out as a fine suspension or semi-colloid when the mixture is ready for filling into suitable containers. It should be noted that all raw materials such as waxes entering into the manufacture of a wax

polish must receive a refining treatment and that the proper blend and selection of solvents must be made with great care.

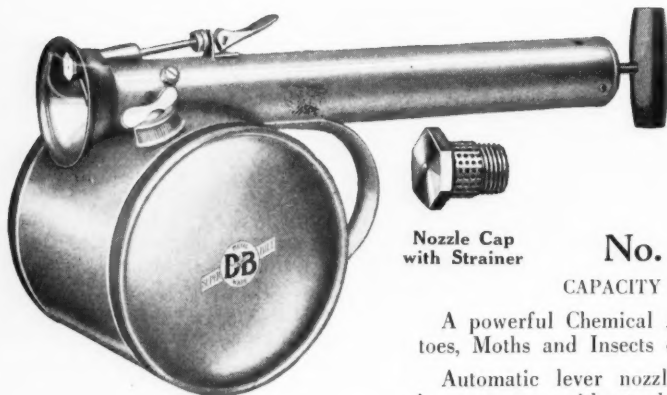
In considering the treatment of floors with wax, it should be pointed out that the difference between paste and liquid is merely one of solid wax content. For this reason paste wax is generally used for the initial coating of new floors when a heavy coating is desirable and liquid wax for rewaxing and maintenance purposes, when the cleansing properties of the solvent are more necessary. But owing to the fact that liquid wax may be applied with a mop or the like and that paste wax must be applied by rubbing it with a cloth on the hands and knees except where electric machines are used and where both paste and liquid are applied by the machine, liquid wax is becoming to be used more and more for large floor areas especially upon linoleum and other composition floors. Wax manufacturers recognizing this fact are furnishing a liquid wax especially suitable for the initial coating of linoleum floors.

It should be remembered that a wax finish must be built up; one or two treatments are not sufficient to give to a floor its final beautiful appearance which only time and use can bring. Both paste and liquid wax when they are applied to a floor have a marked cleansing effect and the rag or mop which applies the wax will be found to be dirty after use. In other words the rag or mop picks up the dirt and leaves a film of wax on the floor. New floors, of the open grain type, such as oak, chestnut, mahogany, walnut, etc., are usually given a first treatment with a wood paste filler suitable for the particular type of wood to be filled. Then a coat of shellac may follow, although this treatment is not necessary. One or two applications of paste wax are now given to the floor and the usual maintenance with paste or liquid wax is all that is necessary. Close grained wood, such as maple, hard pine, birch, cherry, poplar, etc., may be treated with one coat of shellac or varnish, and waxed, or

D & B SUPERBILT

CHEMICAL SPRAYERS

DISTINCTLY ORIGINAL AND SUPERIOR



Nozzle Cap
with Strainer

No. 35

CAPACITY 3 QUARTS

A powerful Chemical Atomizer for Flies, Mosquitoes, Moths and Insects of all kinds.

Automatic lever nozzle, adjustable for light or heavy sprays without change of caps. Very high pressure is secured by setting sprayer down for pumping.



Set down
for Pumping

No. 10 D&B Superbilt Combination Chemical Sprayer

with Air Regulator and Volume Control

CAPACITY 1½ GALLONS

This is a powerful chemical atomizer in combination with an ordinary compressed air sprayer—produces the results of both with many variations in between.

The Air Regulator

A very important feature in this sprayer is the new patent air regulator. It is capable of a wide range in nozzle adjustment to make it produce a heavy spray, medium mist, or the very finest vapor fog. Works equally well with heavy or light oils or other spraying materials.

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complete line.*

The Dobbins Manufacturing Co.
North St. Paul, Minn.



Air
regulator
valve

Air check valve

Say you saw it in SOAP!

simply waxed with two or three coats of paste wax. Old floors are either scraped and refinished as new floors, or they are well scrubbed with a scouring powder or chemical bleach, the latter usually being a preparation composed of an oxalic acid base. They are then waxed as though they were new floors. For linoleum, cork and other composition floors, liquid wax is the most suitable and owing to the fact that these floors are not as absorbent as wood, two coats of a good liquid wax is all that is necessary for the initial treatment after which the usual maintenance proceeds. Cement and other mineral composition floors are waxed with a pigmented wax, more or less nearly the shade of the floor, by ordinary waxing methods. Rubber floors are waxed with special liquid waxes and instructions furnished by the manufacturers of these products should be carefully followed. Furniture and woodwork or automobiles are waxed with paste or liquid wax by means of a rag and polished in the ordinary manner.

Wherever a new floor is treated with wax, it is most important to remember that the floor must be well cleaned and well dried before waxing. Oil or grease mar a waxed finish and ingrained dirt or spots only show up more distinctly after waxing. The wax should be applied to the floor in a uniform thin layer and then allowed to dry before polishing. The drying time varies from ten to twenty minutes but depends somewhat upon weather conditions and ventilation. The floor is then polished with a weighted brush or electric floor polishing machine. It is of great importance that wax be applied in a *thin* and *even* coat otherwise the floor is liable to become slippery. A properly waxed floor is *never* slippery. Besides, uneven waxing tends to mar the beauty of the finish. Where floor areas are at all large, it has been found that the electric machine will materially reduce the labor cost and owing to its circular motion does not show streaks as much as the weighted floor brush.

The routine care of waxed floors is simple. They should be swept as required with a soft broom and rubbed over either with a wax mop or cloth covered brush. A waxed floor should never be washed with water, soap or anything containing grease or oil. Where they need a special cleansing or if the waxed surface shows unusual wear in spots, it should be gone over with a thin coat of liquid wax. This restores the waxed surface and cleans at the same time.

IN choosing a floor wax, it is necessary to consider certain qualities without which the successful treatment of floors is difficult to obtain. The primary consideration of course is polish and the quality and lasting properties of

the polish, but the preparation should after spreading and drying, yield its polish readily and should not show footprints or be too susceptible to scratches. A preparation composed of solid waxes which are too hard, scratches easily and gives a high shiny polish, instead of a deep silky lustre. If the solid waxes are too soft, the polish is of course too dull and the wax should be so prepared, and the container so chosen, that it will not dry out in the cans before using. Even after its application to the floor, drying should not take place too rapidly. A completely dry film of wax is not as easily polished as one containing a small proportion of the solvent. On the other hand, if the floor wax dries too slowly or if it is apparently dry when it really contains a large proportion of solvent, a poor polish will be the result. Generally speaking the following specifications for floor wax are more or less suitable and can be modified to suit individual cases.

Paste Wax

1. To be composed of a mixture of solid waxes blended with a solvent. The solid wax content should not be less than 20 per cent of the whole and the melting point of the solid wax should not be less than 74° C. The solid wax should be a blend of waxes and should contain from 20 per cent to 50 per cent of a high melting point wax (preferably carnauba) and should not contain resins or resinous substances, oils or greases, or mineral adulterants.

2. The paste should be so blended that it is of a smooth consistency and should not contain any gritty particles or dirt. The paste must not be too hard or else there is difficulty in applying it and it should not dry out or draw away from the sides of the can.

3. The wax should dry and be ready for polishing within fifteen to thirty minutes after application to the floor.

4. The wax should polish easily after drying and the resultant finish should be hard and durable, but not so hard that foot marks cannot be obliterated with routine polishing. The polish should not be too slippery but must not be viscous or gummy. A satin finish is preferable to a hard high gloss.

5. The solvent for paste wax may be either petroleum spirits, turpentine, or turpentine substitutes or other suitable organic solvents or a mixture of them. Petroleum ether or other low boiling solvents with a great fire hazard should not be used and solvents injurious to the health must not be used.

6. The color should be light orange or yellow and may be obtained by the use of oil soluble dyes.

7. Essential oils may be added to modify the
(Turn to page 115)

Competition —and Lots of It!

Ask your salesmen . . . They'll tell you how severe competition is these days. Or study the shelves of the dealers who stock your product and see conditions with your own eyes . . . Steadily increasing competition for the good-will of the consumer is all too apparent. Certainly in times like these no one should pass by the slightest opportunity to make his package attractive to the consumer—both in appearance and ease of use.

Where contents are used often—a little at a time—Amerseal Caps have proved themselves the right closures. Packages capped with Amerseals are easily opened—easily reclosed. A quarter-turn removes them. Another quarter-turn and the package is reclosed effectively—safeguarded against deterioration or evaporation.

Applied speedily and easily by hand or ma-



chine, Amerseal Caps cut costs in the packing operation. In fact it has been found by most of our customers that in spite of their outstanding efficiency these practical caps cost no more than ordinary closures.

Display value, too, is to be considered. Amerseal Caps lithographed with your own design in colors offer one modern way of adding to the eye-catching quality of your package. But we would like to give you all the facts on Amerseal Caps. Let us know what you manufacture, how much you manufacture, and what size containers you use. We will write you in full detail concerning the advantages you can expect to gain from the use of these efficient closures.



A quarter turn to the right applies the Amerseal Cap. The lugs, formed to fit the contour of the glass threads, draw the cap down and effect a tight uniform contact around the complete circumference of the container finish.

THE AMERSEAL CAP

AMERICAN METAL CAP COMPANY
2 Summit Street Brooklyn, New York

Eighteen Branch Offices to Most Efficiently Serve You

Atlanta	Cleveland	Louisville	Philadelphia
Baltimore	Detroit	Minneapolis	Pittsburgh
Boston	Houston	Newark	Rochester
Chicago	Los Angeles	New York	St. Louis
San Francisco		Seattle	

Say you saw it in SOAP!

Insecticide & Disinfectant Assn. to Meet Dec. 9, 10, 11 in New York

THE Sixteenth Annual Convention of the Insecticide & Disinfectant Manufacturers Association will be held at the Hotel Commodore, New York, on December 9, 10 and 11. The sessions will extend over two days and a half beginning on Monday morning, Dec. 9, at 10:00 A. M. and closing Wednesday at 12:00 noon. One or two important changes in the general plans of previous conventions of the Association have been made this year. Sessions will end on Wednesday noon instead of running all day on the third day of the meeting as heretofore. There will be no exhibit of raw materials and equipment such as have been held in connection with the meetings of 1926, 1927 and 1928. The Board of Governors in making preliminary plans, decided to abandon this feature of the convention this year. A third change this year will be in a special closed session, restricted to members of the Association, which will be held on the afternoon of the first day of the meeting beginning at 2:00 P. M. At this closed meeting, the annual treasurer's report and a discussion of Association finances will be heard. Other topics slated for discussion at this session include elimination of unfair competition, prices and price-cutting, employment problems, especially hiring individuals already employed by another firm in the industry, and discounts, credits and credit information.

The general program will be in the hands of a Program Committee headed by E. B. Loveland of Stanco, Inc., and calls for two sessions each on Monday and Tuesday and one on Wednesday. Monday evening will be left open for private arrangements as in the past. On Tuesday evening, the annual banquet of the Association will be held in charge of S. H. Bell of the American Tar Products Co., who will also handle all other entertainment features of the meeting. Preceding the opening of the convention on Monday, there will be an informal get-together on Sunday evening at the hotel for those who have arrived in town. Luncheons will be served Monday and Tuesday to all who register. Registration fee will be \$15 for the whole convention, as in past years.

Complete details of the meeting will be released at some date in the near future. Further information at this time can be secured

from the Secretary of the Association, Harry W. Cole, Holbrook, Mass.

Glyco Products Co., Bush Terminal, Brooklyn, N. Y., has recently introduced a product, lemenone, which has a lemon-lime odor and is noteworthy because of its unusually low price due to the fact that it is produced as a by-product. Lemenone is a thin oil, almost water-white and soluble in alcohol and other organic solvents, oils, fats, waxes and gums. It occurs naturally in all citrus oils. Lemenone is used in the food industries, drug products, and technically it is used to mask objectionable odors, or impart a characteristic odor to soaps, deodorants, insecticides and the like.

I & D Board Meets in N. Y.

A regular meeting of the Board of Governors of the Insecticide & Disinfectant Manufacturers Association was held at the Hotel McAlpin, New York, on Tuesday, Sept. 17. H. W. Hamilton, president of the Association, presided at the meeting. Other members present included Dr. Robert C. White, Philadelphia; Secretary Harry W. Cole, Holbrook, Mass.; Treasurer Robert J. Jordan, Brooklyn; Charles P. McCormick, Baltimore; C. C. Baird, Holbrook, Mass.

The Board made preliminary plans for the annual convention of the Association to be held this year at the Hotel Commodore, New York. The meeting will start on Monday, December 9, at 10:00 A. M. and continue for two and a half days, closing at noon Wednesday, Dec. 11. Appropriations for program, entertainment and other convention committees were approved by the Board. The Board decided that there would not be an exhibit of products in connection with the convention this year.

Other subjects discussed at the meeting were inspection of plants by Government officials, sending cresols and other disinfectant materials through the United States mails, and the census of manufactures of insecticide and disinfectant products. The treasurer's report showed the Association to be in the strongest financial condition in its sixteen years of existence. Other subjects discussed were not given out for publication.

— *Introducing*

Pyrocide No. 20

Standardized Extract of Pyrethrum

PYROCIDE No. 20 is concentrated oil soluble extract of pyrethrum flowers, containing all the active principle from 20 lbs. of flowers in each gallon. These flowers contain 0.75% of pyrethrins (active principles).

Pyrocide No. 20 is guaranteed by McLaughlin Gormley King Company to make a satisfactory household insecticide and fly spray when diluted in the proportion of one part of Pyrocide No. 20 to 19 parts of kerosene or light mineral oil.

Such a high concentration insures lowest costs. Several cents per gallon of finished spray is saved in freight alone. It guarantees you consistent results, year in and year out, through standardization of pyrethrin content. This standardization was first made possible by application of the method recently announced. It is backed by a great number of experiments designed to prove that the presence of a certain percentage of pyrethrins brings consistently certain results on flies.

Standardization also enables us to quote very low prices. Write us now, stating the quantity you might be interested in. Address

McLAUGHLIN GORMLEY KING CO., 1715 S. E. Fifth St., Minneapolis, Minn.

PYROCIDE NO. 20

Oil soluble extract of pyrethrum

Say you saw it in SOAP!

Zonite Products Corp., New York, has about completed arrangements for the purchase of Forhan Co., also of New York. The purchase price is reported to be in the neighborhood of \$10,000,000, part in cash and part in stock. The income of the Forhan Co. in 1928 was \$1,006,257. Earlier this year Zonite acquired A. C. Barnes Co., Philadelphia. Confirmation of the sale has not as yet been obtained from Ellery W. Mann, head of the Zonite company.

The authorized capitalization of Dow Chemical Co., Midland, Mich., has recently been increased from 200,000 shares to 1,000,000 shares by action of the board of directors. Of this total 600,000 shares will be issued to the holders of the 120,000 shares of old stock now outstanding, on the basis of five shares for one. Additional rights to subscribe to more stock at a preferential price will also be issued on the basis of one right for each twenty shares of new stock held.

McKesson & Robbins, Bridgeport, Conn., report earnings of \$1,962,933 during the first six months of 1929, equivalent to \$1.50 a share on the 859,870 shares of common stock outstanding June 30.

Insecticide Lab. to St. Louis

The Central District Insecticide Laboratory of the Food, Drug and Insecticide Administration has been transferred from Chicago to St. Louis and is being installed in its new office in the Old Custom House, Third and Olive Streets. Four chemists will be transferred from Chicago and Washington to engage in this work. Leslie Hart will be chemist in charge of the laboratory. Samples of insecticides manufactured in the central portion of the United States, comprising nineteen states, as well as import samples to Mississippi and Lake ports will be analyzed in this laboratory. Mr. Hart has attended the recent meetings of the Insecticide & Disinfectant Manufacturers Association and is therefore well known to many of its members socially as well as in his official capacity. His attendance at these meetings has been instrumental in bringing manufacturers in closer touch with administration officials.

According to statements recently made by officials of Food, Drug and Insecticide Administration, manufacturers of antiseptics have cooperated with the administration in its recent campaign to prevent misbranding of antiseptics.

SOAP POWDER

Special light aerated powder

In barrels or cartons for the trade under private label.

SCOURING POWDER

In barrels or sifter top cans under private label.

Also manufacturers of

Scouring Soap

(in cases)

Oil Soap

(in barrels or cans)

Blue Mottled Soap

(in cases)

Hard Water Soap

(in cases)

Drain Pipe Solvent

All made to meet your individual requirements.

Let us discuss them with you.

M. SCHNEIDER & SONS

A name backed by 125 years of continuous soap manufacture.

419 Hamilton Ave.

Brooklyn, N. Y.

Terrible Dan

He was just a lowly bedbug, but the toughest in the land;
A curse to law and order, for he didn't give a damn;
He laughed at all insecticides, escaped from every spray;
Terrible Dan, they called him, 'till the day he passed away.



The other bugs all worshipped him, and when he passed them
by,
They'd always turn to stare at him, admiration in their eyes;
"That's he," you'd hear them whisper, "The famous Terrible
Dan!"
"He's just a lowly bedbug, but the toughest in the land."

And then one day they found him, stretched out on the floor,
A'quiverin' and a'shakin'—about to breathe no more.
Gently they did lift Dan, and placed him in his bed,
And as they gathered 'round him, this is what he said:



"My friends, I want to warn you, for I'm about to die.
"The thing that finally got me was a strange insecticide.
"It smelled so nice, I didn't think, until it was too late.
"Ere I could get myself away, it had me, sure as fate."

"Beware of pleasant odors," were the last words he did say,
And as his friends all bowed their heads, he slowly passed
away.

For he was just a lowly bedbug, but the toughest in the land;
A curse to law and order and—they called him "Terrible
Dan."

D. WATSON.



**Givaudan-Delawanna, Inc. are famous for producing pleasant fly spray odors
that very effectively overcome the predominancy of the kerosene base.**

SAMPLES ON REQUEST

Write to Givaudan-Delawanna, Inc., 101 Fifth Ave., New York, specialists in spray odors.

Say you saw it in SOAP!

Mixing Equipment Opens New Plant

Mixing Equipment Co., Inc., 229 E. 38th, St., New York, manufacturers of electric portable mixers and agitators under the trade name of "Lightnin," announce that preparations which have been under way for some time are now complete and "Lightnin" Mixers are now being manufactured in their new plant located at 1024-1058 Garson Ave., Rochester. The new plant is of concrete and steel construction comprising ground floor space of 18,000 square feet situated on a plot of ground 170 x 300. The building is 60 x 300 feet and is so designed and the foundation so constructed that additional stories may be added as requirements demand and with sufficient ground space for additional buildings. It is a most modern plant in every way, a combination oil or coal burning power and heating plant, sanitary drinking fountains, rest rooms, individual lockers, well ventilated with special care given to the comfort and well being of all employees. The company stresses the fact that they continue to maintain their present New York office, show rooms and service department at 229 E. 38th St., although the main office and general administrative staff are located at their Rochester plant. In addition to their New York office

the company will also establish service branches in Chicago, San Francisco and Atlanta carrying an adequate stock of "Lightnin" Mixers at these points. A complete new catalogue will soon be available describing fully the various sizes and types of "Lightnin" Mixers showing new designs and applications developed during the past year.

Continental Can Co. recently purchased the business of Sociedad Industrial de Cuba, S. A., of Havana, Cuba, makers of cans and bottle caps. The newly acquired company now makes about 80 per cent of the cans made in Cuba. Continental plans to enlarge the facilities of the plant.

Robert Gair Co., New York, paper and box manufacturers, recently built a large extension to their plant at Piermont, N. Y. The building will measure 200 x 500 feet, will be four stories high and is to be completed in the late Spring of 1930.

Exports of soda ash from United States during June, 1929, totaled 8,846,466 lbs., with a value of \$141,632, Japan being the leading purchaser with takings of 3,304,924 lbs., at a price of \$54.304.



FREE!

A Deodorizing Block Holder With Every Block

Our Patents and Copyrights are pending on the sensational accomplishment of giving a holder free with every block.

AT NO EXTRA COST!

Write for Particulars

PURITAN CHEMICAL COMPANY
ATLANTA, GEORGIA



PROFITABLE, DEPENDABLE ZEF-IR DEODORIZING PRODUCTS

MODERN crowded conditions make some method of air conditioning imperative in schools and other institutions. Zef-ir products are ideal for this purpose because they *purify* the air and are not merely perfumes.

Zef-ir Blocs in various sizes with neat wall containers are available to suit any conditions. Zef-ir Crystals are *handy and easy to use*, the volatile crystals being merely shaken about the corners of the room.

Zef-ir Blockettes are urinal cakes which are placed directly in urinals or the flush boxes of toilets. Being insoluble in water they evaporate slowly and maintain *sanitary and wholesome conditions*.

Write for samples and prices!

The **HUNTINGTON LABORATORIES**
INCORPORATED
HUNTINGTON-INDIANA

ZEF-IR P R O D U C T S

Say you saw it in SOAP!

McKesson & Robbins, Inc., New York, earned \$1,962,933 during the first six months of 1929, after all deductions, equalling \$1.50 a share on the 859,870 shares of common stock.



A new floor type electric spraying unit recently put out by the Metal Specialties Co., Chicago, which the maker states gives a larger volume of air, higher pressure and more rapid atomization.

Test Coal-Tar Mosquito Larvaecides

Tests on coal-tar mosquito larvaecides against the salt water mosquito which were recently made by Skinner, Sherman & Esselen of Boston for Baird & McGuire, Inc., Hollbrook, Mass., show a series of results of interest to the coal-tar disinfectant field. The laboratory reports state in part:

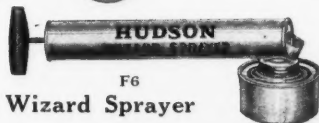
"The test organism was the larvae of the salt water mosquito and all tests were conducted in 2% salt solutions. The salt solution was prepared with the proper amount of colloid larvaecide to give the desired dilution, the larvae were then introduced, and their reaction noted. The larvae in every case fall to the bottom and remain there much earlier than actual death occurs, so we have recorded both the falling time and killing time.

Dilution	Minutes clapsing before falling	Minutes clapsing before death
1:5000	5	60
1:2500	4	30
1:1500	2½	20
1:1000	1½	20

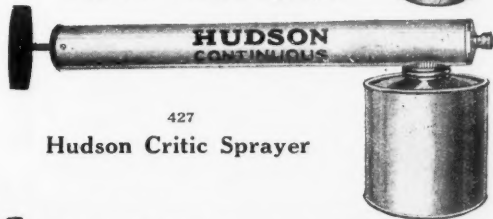
From these results it would seem that for practical use a dilution of 1:5000 could be recommended since the larvae fall to the bottom of the water and do not rise again after



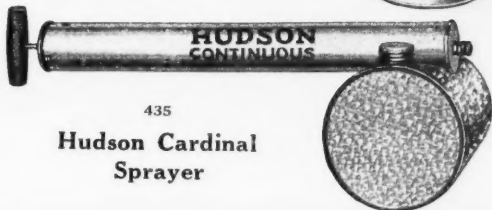
403
**Hudson Fog
Sprayer**



F6
Hudson Wizard Sprayer



427
Hudson Critic Sprayer



435
**Hudson Cardinal
Sprayer**

For Your Own Protection —

Do not place your sprayer order until you see what the Hudson complete line of Sprayers offers you. It's no use paying for "Special Requirements" when they can probably be met in our 80 different patterns (from 5 ounces to 100 gallons) standard with us and carried in stock. Likewise, there are special Hudson features very attractive to Insecticide Manufacturers and Distributors.

In every phase of industry you will hear it said: "Do a GOOD job with a HUDSON." Be on the safe side—send for our 42 page catalog now.

**H.D. HUDSON
MANUFACTURING CO.**

578 East Illinois St.,
North Pier Terminal Bldg.,
CHICAGO, ILLINOIS

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147 Chambers St.	1222 W. Twelfth St.
Philadelphia	San Francisco
Dela. & South Sts.	7 Front St.

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324-3rd Ave., N.

ALL DAVIES-YOUNG SOAPS ARE MADE UNDER LABORATORY CONTROL



**SOLD
THROUGH JOBBERS
EXCLUSIVELY**

We make a Specialty of These Soaps

**LIQUID SHAMPOO
SHAMPOO BASE SOAP
SHAMPOO PASTE
LIQUID TOILET SOAP
TOILET BASE SOAP
SURGICAL GREEN SOAP**

In addition to the soaps listed above we make many other kinds — all under laboratory control.

An exacting chemical analysis insures the uniform composition of these soaps.

We will gladly send you samples and prices of any soaps in which you are interested.

**THE DAVIES-YOUNG SOAP COMPANY
DAYTON - OHIO**

Say you saw it in SOAP!

an exposure of five minutes to the action of the larvaecide."

Another report states: "Tests were made using mosquito larvae in 1000 c.c. volumes of water to which were added varying amounts of the larvaecide. If the killing action were rapid as with the lower dilutions, the larvae usually rose to the surface to breathe but two or three times and then sank to the bottom of the vessel dead. With the higher dilutions the larvae massed at the surface endeavoring to get air and later sank to the bottom of the vessel. Dilutions as high as one to twenty thousand killed in about five minutes, while the dilution of one to forty thousand required between fifteen and thirty minutes. In view of the fact that the time of exposure need not be less than thirty minutes and will, as a matter of fact, usually be much longer, we are of the opinion that a dilution of one to forty thousand may be considered as the proper dilution for use as a mosquito larvaecide."

Terry Patent Trial

(From page 97)

fendant has still another opportunity to make answer to these new points. As the plaintiff has 20 days to file briefs and the defendant has 15 days more for reply, it is expected that several weeks will elapse before the decision.

Emulsion Fly Spray Bases

Practically all the fly sprays on the market today contain as a base kerosene or a closely related petroleum distillate with an extract of pyrethrum or a synthetic insect poison, or both, perfumed with low cost odorous compounds. The expansion in the sale of these products over the past few years has centered some attention on the fire hazard involved with their use, as the finely divided vapor is highly explosive. In order to reduce this fire risk, according to H. Bennett of the Glyco Products Co., resort can be had in the use of emulsions in place of straight kerosene. These emulsions, which contain water, have a very high flash point and can be made permanently stable so that they will not separate on standing over long periods of time.

An example of a non-inflammable emulsified fly spray is given as follows by Mr. Bennett:

Mix six parts by weight of trihydroxyethyleneamine linoleate with 75 parts of kerosene extract of pyrethrum, containing a perfume compound. When this mixture is homogeneous add slowly with vigorous stirring 100 parts of water. As the first portions of water are added, the mixture becomes thicker and curds or flocks are formed. Then it becomes creamy and gradually thins down. A larger

FRESIA

a special odor for
Liquid Soaps

Flowery and refreshing, this unusual odor stands up particularly well in liquid soaps. It is completely soluble and is economical to use. May we submit a sample?

Also Special Odors For

Cake Soaps — Sprays — Disinfectants &
Paradichlorbenzene Blocks

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350 WEST 31ST STREET

NEW YORK

Chicago Office — 800 N. Clark St.

For more than five years

INSECT **POWCO** POWDER

BRAND
REG. U.S. PAT. OFF.

has guaranteed both Purity
and High Killing Power
by Chemical and
Physiological Tests



The aim of any progressive insecticide manufacturer is to produce a product that *effectively* and *consistently* kills insects.

For many years **POWCO BRAND** High Test Insect Powder has been produced on a toxicity basis by careful scientific selection and control.

This control is by correlation of both chemical analyses and actual tests on insects—*whereby purity and high killing power content is guaranteed real buying economy for you.*

The use of **POWCO BRAND** High Test Insect Powder makes sure that your product will always have the necessary high killing power to bring repeat sales.

JOHN POWELL & Co., INC.

Specialists in Pyrethrum

114 East 32nd St.

NEW YORK

Say you saw it in SOAP!

total amount of water may be added if desired.

If it is desired that lethal agents other than pyrethrum be used, it is only necessary to dissolve them in kerosene and proceed as above. If a water soluble poison is to be used, it can be dissolved in water and an emulsion can be made as above using straight kerosene. This method is applicable to the use of solid extract of pyrethrum, which is now available.

The fire hazard can be eliminated from perfume sprays and deodorants in a similar fashion. Dissolve one part of perfume compound in one part of trihydroxyethyleneamine dilinolate. Add this solution in a fine stream to 100 or more parts of water, stirring very vigorously. When all lumps have disappeared, the emulsion is finished. This emulsion can be diluted infinitely without any precipitation of the perfume compound.

Not only do these emulsions eliminate the fire hazard but, in addition, they lower costs materially, because water is used to replace part or all of the solvent formerly used. In the case of perfumed sprays or deodorants the solvent (usually alcohol) is eliminated entirely. In these products where the concentration of the perfume compound is usually low, the finished product is not opaque like milk, but merely has a faint opalescence. The afore-

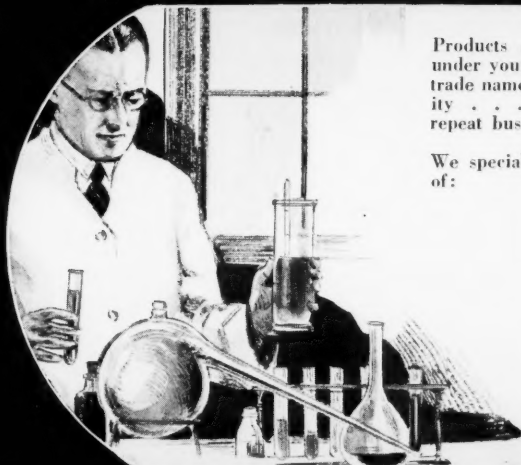
mentioned formula is also suitable for preparing water soluble oils, provided that the opalescence in the finished product is not objectionable.

The best season for the sale of insecticides in Argentina is from November to April, the summer months there. Sales of these products, especially of the liquid variety, have expanded materially since the recent quarantine regulations went into effect forcing all ships to enter quarantine after touching at Brazilian ports.

Insecticides are meeting an increasing demand in the Netherlands, according to Consul Carrol H. Foster in Rotterdam. In recent years a large number of compounds have been introduced, but only a few of these have proved effective. The largest part of the business is now in the hands of American suppliers.

McKesson & Robbins recently purchased the stock of Van Vleet-Ellis Corp., one of the largest of the Southern wholesale drug houses. Mr. Van Vleet remains as president of the company, and will also be a vice-president of McKesson & Robbins. R. R. Ellis chairman of the board of the old company, has retired.

UNIFORM QUALITY ALWAYS INSURED BY LABORATORY CONTROL



Products always uniform may be packed for you under your label or sold under our nationally known trade names. . . . Products never varying in quality . . . on which you can build profitable repeat business.

We specialize in making and are volume producers of:

LIQUID TOILET SOAPS
OLIVE AND COCOANUT OIL SOAP BASES
SHAMPOO SOAPS AND PASTES
HOSPITAL AND INDUSTRIAL SOAPS
JELLY AND AUTOMOBILE SOAPS
FLOOR SCRUBBING COMPOUNDS
CLEANERS OF ALL KINDS
DISINFECTANTS—INSECTICIDES
POLISHES, WAXES, VARNISHES
DEODORIZERS—DEVICES
SOAP DISPENSING EQUIPMENT
AND EVERYTHING FOR SANITATION



U. S. SANITARY SPECIALTIES CORPORATION

Laboratories and Works

435-41 So. Western Avenue, Chicago, Illinois

“ NIAGARA

*is a guaranty
of purity in*

PARA

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IT is a manufacturing axiom that Deodorants, Disinfectants and Insecticides are only as good as their base. Niagara Para gives the assurance of dependable strength.



Niagara Para is an always pure product. It should be used to give your production the superiority that wins trade and consumer preference.

Investigate the advantages of Niagara Para, supplied in Quality Crystals.

*Quotations gladly
given upon request*

NIAGARA ALKALI COMPANY

Associated with Electro Bleaching Gas Co.
Pioneer Manufacturer of Liquid Chlorine.

JOSEPH TURNER CO.

Sales Agents for Caustic Soda and Bleach

19 Cedar Street, New York

Say you saw it in SOAP!

Wax Polishes

(From page 101)

odor of the solvent. However, no perfuming material harmful to the health, such as nitrobenzine, should be added.

8. The paste wax should be filled in soldered tin cans closed with friction tops or in black iron pails properly sealed.

9. No specifications for flash point are necessary for paste wax.

Liquid Wax

1. Composition—same as paste wax, except that solid wax content should not be less than 12 per cent.

2. Consistency—the materials should be a smooth creamy liquid of heavy consistency and should show a minimum settling upon standing.

3. Drying time—ten to twenty minutes.

4. Polish—same as paste wax except that the lower wax content gives a slightly lower polish.

5. Solvent—same as paste wax.

6. Color—same as paste wax.

7. Odor—same as paste wax.

8. Containers—any good airtight tin can such as oblong varnish cans. Bottles are also suitable for smaller sizes.

9. Flash point—a flash point for liquid wax of over 105° F. may be specified in special cases. On the whole, it is doubtful whether this specification is necessary.

A FLOOR wax may be tested both for its physical and chemical qualities. The examination of a given sample for its physical quality is relatively simple, an actual polishing test upon a small hand sample of flooring or better a small floor area is all that is necessary. Although the quality of the polish, the ease of polishing, etc., may be determined by this method, the wearing qualities of the polish are obtained only by careful and elaborate tests which the ordinary person is unable to make. For this, reliance upon a responsible manufacturer is perhaps the best test. The procedure for a practical chemical method of analysis for both paste and liquid floor wax is as follows: "Take 100 grams of the sample and liquify by a warm water bath at the lowest possible temperature. Then transfer to a weighed distillation flask, warm to a few degrees above the melting point of the wax. Allow to cool and weigh to constant weight. The distillation flask is then connected with a steam distillation apparatus and the sample is distilled until at least 500 c.c. of condensate has passed over into a suitable receiver. The solid constituents remaining in the distillation flask are in a mol-

VOGEL



Disinfecting Drip Machines

Copper-plated finish
with plain tin insides

Made in special finishes
if ordered in quantity lots

Our own design, combining the best features of all styles now in use. A simple and substantial machine, entirely automatic and positive in operation. Size: 4 inches in diameter, 10 inches high.

With reversible copper bottoms for either front or back drip.

Also Manufacturers of

Shaker Top Cans
for paradichlorbenzene crystals

Insecticide Sprayers

Holders for
Deodorizing Blocks

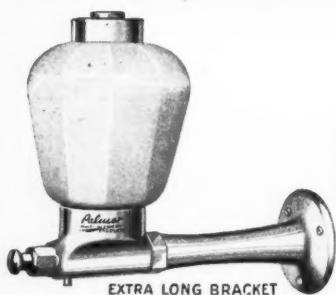
Write us about your requirements and we will gladly give detailed information, including prices, without any obligation on your part.

William Vogel & Bros.

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"IN BUSINESS OVER 50 YEARS"

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Brooklyn, N. Y.



Palmer's
MULTI-SERVICE
PRODUCTS

Liquid Soap Dispensers

Guaranteed Equipment for Every Kind of Installation

**Fool-Proof — Mechanically
Perfect—Substantially Built**

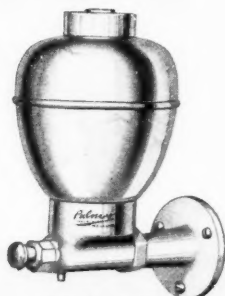
Exclusive Bowl Replacement Feature

Permits replacement of broken glass bowls without removing bracket from wall although bowls in service are just as securely attached to bracket as though cemented in.

Opal—Clear Glass—Metal Bowls Interchangeable

Palmer's
PRODUCTS INC.
WAUKESHA, WIS.
Adjacent to Milwaukee

New York Branch—149 Water St.



You May Have Good Ammunition



But What About
The **GUN?**



Your product may be first class in every respect and yet fail to give 100% satisfaction because of an imperfect sprayer. The better the sprayer the better they like your product.

ACME Sprayers Cover Every Need

Our fifty years' experience assure you of the best sprayers that money and skill can produce. Every sprayer we ever sold carried a money-back guarantee, and our ever-expanding business gives evidence of the unquestioned superiority of the ACME line.



Four Great Improvements

—feature our No. 200 sprayers—a Drip cup which keeps the liquid from dripping on the floor or person; air and spray tubes co-ordinated to produce a mist or fog that hangs in the air longer; special processed leather plunger cup takes hold instantly and gives full volume; vent in can screw prevents siphoning when not in use. Remember, if we haven't the sprayer your product calls for, we will make it for you.

Write for samples and prices.

POTATO IMPLEMENT COMPANY, Dept. 34, Traverse City, Mich.

Say you saw it in SOAP!

ten condition and are washed out into a large porcelain dish with boiling water, where after cooling they may be removed as a cake which is dried of adherent water with blotting paper, or the solid waxes remaining in the flask may be extracted with carbon tetrachloride, separated from water, the carbon tetrachloride evaporated on a water bath, the residue in both cases being the total solid waxes. The distillate is allowed to stand for one hour and freed from water by means of a separatory funnel and finally dried for a short time over fused calcium chloride and filtered.

The following determinations of the distillate are then carried out in accordance with standard methods. 1. Specific gravity at 15° C. 2. Iodine number. 3. Refractive index at 15° C. 4. Boiling point. 5. Flash point and combustion point. 6. Fractional distillation and other special tests. The solid waxes can be examined in accordance with standard methods for: 1. Melting point. 2. Saponification value. 3. Specific gravity at 15° C. 4. Acid value. 5. Iodine value. 6. Examination for mineral adulterants and special tests. The examination of the solid waxes is a more or less difficult procedure and should only be carried out when it is thought absolutely necessary.

References: 1. On the examination of floor

wax by A. A. Besson and J. Jungkunz, Basel. (*Chemiker Zeitung*, Cothen, 1914, v. 38, p. 1141-2, 1173-5, 1182-5). 2. For the analysis of the total solid waxes by Bujard and Baier, "Hilfshush für Nahrungsmittelchemiker." 3. *Jour. Soc. Chem. Ind.*, 1907, p. 847. 4. *Chem. Ztg.*, 1913, p. 1035. 5. *Ibid* 1913, p. 1255. 6. *Jour. Amer. Chem.*, 1908, p. 863. 7. *Chem. Ztg.*, 1912, p. 413. 8. *Chem. Rev. Fett- und Harz Ind.*, 1909, p. 248.

Owing to the features already outlined, the sale of floor wax has been rapidly increasing from year to year and its increasing use has encouraged work by responsible manufacturers to improve the quality and to reduce the cost. Furthermore, modifications of floor wax for special use such as pigmented wax and wax for rubber floors have become common. Some years ago floor wax was distinctly a specialty, but of late it has become a commodity much like shellac and other products of a similar nature. Of late, large paint, soap and disinfectant manufacturers, etc., are having a wax polish of standard grade manufactured and packed for them under their own label by one or more of the houses specializing in this type of business. Every indication points to a continued increase in the consumption of floor waxes and other wax polishes.

HEXSOL

(Cresol Compound, Technical)

A permitted disinfectant for use in the disinfection of cars, boats and other vehicles and premises that have contained live stock affected with a communicable disease.

HEX CRESYLIC ACID

97/99% Pale

98/99% Special

95/97% Dark

Prices and samples of these products on request

TAR PRODUCTS CORPORATION

REFINERS AND MANUFACTURERS

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OFFICE: New Industrial Trust Bldg.

NEW YORK OFFICE: 120 Broadway WORKS: East Providence, R. I., and New Haven, Conn.



Disinfecting Containers

WE SPECIALIZE in the manufacture of *Deodorizing Block Holders* and other containers for disinfecting materials. All goods made to your order to meet your particular requirements—finished in Oxidized Copper, Nickel Plate, White or Green Enamel.

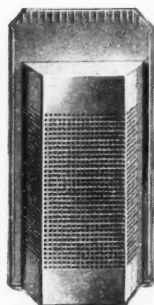
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The FLY SPRAY PERFUME

THE season is fast approaching when fly sprays will be in great demand. Be prepared to offer your customers a product they will be pleased to use. A product in which the petroleum distillate is fully disguised when it is sprayed.

Bouquet No. 77 is economical to use—1 ounce to 1 gallon of spray. Guaranteed not to stain or possess a "medicine like" odor.

Let us submit samples.



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Artificial Musks

PAOLO VILARDI
Reggio Calabria, Italy
Messina Essences

Say you saw it in SOAP!

Trade Marks Filed

(From page 59)

Flit—This on reverse plate together with picture of soldier carrying spray gun, describing insecticides and disinfectants. Filed by Stanco, Inc., New York, Aug. 7, 1929. Claims use since Jan. 10, 1929.

Pestos—This in solid letters describing insect and rodent exterminator. Filed by Joseph Candio, Albany, Aug. 21, 1929. Claims use since on or about May 1, 1925.

Trade Marks Granted

260,920. Liquid Insecticide. D. H. Gray Chemical Laboratory, Brodhead, Ky. Filed October 25, 1928. Serial No. 274,266. Published March 19, 1929. Class 6.

260,945. Shaving Cream, Soap Powder. Leigh Chemist, Inc., New York. Filed April 20, 1929. Serial No. 282,734. Published June 11, 1929. Class 4.

260,954. Soap. Antiseptine Company, Canton, Ohio. Filed April 4, 1929. Serial No. 281,848. Published June 18, 1929. Class 4.

260,968. Cleaning and Polishing Preparation. Nu-Surf Mfg. Co., Washington, D. C. Filed May 10, 1929. Serial No. 283,796. Published June 25, 1929. Class 4.

260,969. Metal Polish. Comco Manufacturing Co., Cleveland. Filed May 10, 1929. Serial No. 283,783. Published June 25, 1929. Class 4.

260,970. Leather Polish. C. S. Pierce Dressing Co., Brockton, Mass. Filed May 9, 1929. Serial No. 283,754. Published June 25, 1929. Class 4.

260,976. Soap. Swift and Co., Chicago. Filed May 4, 1929. Serial No. 283,522. Published June 18, 1929. Class 4.

260,977. Washing Powder. Swift and Co., Chicago. Filed May 4, 1929. Serial No. 283,521. Published June 18, 1929. Class 4.

260,999. Antiseptic Soap. Graham Remedy Co., Washington, D. C. Filed July 24, 1928. Serial No. 270,078. Published June 25, 1929. Class 4.

261,019. Dyes Combined With Soap. Rit Products Corp., Chicago. Filed March 30, 1929. Serial No. 281,629. Published June 18, 1929. Class 6.

261,026. Disinfectant. P. M. Frank Disinfecting Co., New York. Filed April 1, 1929. Serial No. 281,659. Published June 4, 1929. Class 6.

261,042. Insecticides. Christopher H. Mahan, Grant City, N. Y. Filed May 1, 1929. Serial No. 283,339. Published June 18, 1929. Class 6.



found

*the mopping varnish
that janitors
have been waiting for!*

1. **VARNISEPTIC MOPPING VARNISH** is applied *with a mop* as easily and as quickly as water.
2. *It saves time!* Contrast the old, slow, laborious process of pushing a small brush over a big floor with this new method. Your mop flies over large areas with **VARNISEPTIC!**
3. **VARNISEPTIC** produces a hard, durable gloss finish that resists wear and is dirt, water, moisture and grease proof.
4. **VARNISEPTIC** dries hard in 4 to 6 hours, leaving a finish which lasts six months.
5. **VARNISEPTIC** costs the janitor less than $\frac{1}{2}$ c per sq. ft. 1 gal. covers 700 sq. ft. of floor.
6. Applying ordinary varnish requires skill. *Anyone can apply VARNISEPTIC.*

VARNISEPTIC MOPPING VARNISH solves an important problem of maintenance work. All public buildings, schools, hospitals and institutions, factories and mills are prospects. Unusually attractive margin and easy sales. Send for prices and circular.

P. S. **VARNISEPTIC** is the result of months of experiment in our laboratories. Like all U. S. products, it is made under strict laboratory control.

Manufactured by the makers of Soapier Gravity Soap Systems and Individual Dispensers, Liquid Toilet Soaps, Scrubbing and Jelly Soaps, Aerzonator Air Conditioners, etc.

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There is no Substitute for the NU-DAY



THE NU-DAY Sprayer is the outstanding pattern for the application of household insecticide. Complete vaporization, non-syphoning and dripless at any angle are the features which make the NU-DAY Sprayer supreme. Correctly designed to produce the greatest volume of vaporized insecticide with the least effort. The NU-DAY Sprayer is a development of ideas accumulated in thirty years of sprayer manufacturing.

LOWELL SPRAYER CO.

LOWELL, MICH.

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N. B. W. HYDROFLORS

Water Soluble Perfume Compounds for Theatre Sprays

- . . . Satisfactory results obtained by using 2 to 3 ounces in one gallon of water. (Small quantities of Acetic Acid or Formalin may be added without impairment of the perfume.)
- . . . Furnished in a wide variety of odors.
- . . . Demonstrating sample to make one gallon of your popular selling odor sent free, without obligation.
- . . . Priced at \$2.50 per pint in one-pint bottles and at \$14.00 per gallon in one-gallon bottles. Special discount to quantity buyers and on contract.

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(INC.)

MERCHANTS-IMPORTERS-MANUFACTURERS

224-230 WEST HURON STREET

CHICAGO, ILLINOIS

Say you saw it in SOAP!

261,223. Polishes. Yankee Polish Co., New York. Filed August 3, 1927. Serial No. 252,993. Published August 21, 1928. Class 16.

261,286. Moth Killing Liquids. Libby Oil & Chemical Co., Rockford, Ill. Filed February 9, 1929. Serial No. 279,097. Published July 9, 1929. Class 6.

261,304. Spray for Killing Insects. American Disinfecting Co., Sedalia, Mo. Filed May 18, 1929. Serial No. 284,214. Published June 25, 1929. Class 6.

No. 261,326. Toilet Soap. S. A. Calber, San Sebastian, Spain. Filed March 30, 1929. Serial No. 281,594. Published July 9, 1929. Class 4.

261,327. Scouring Soap. Bon Ami Co., New York. Filed March 30, 1929. Serial No. 281,591. Published July 9, 1929. Class 4.

261,328. Metal Polishes. Sta-Kleen Products Co., Chicago. Filed March 26, 1929. Serial No. 281,361. Published July 2, 1929. Class 4.

261,342. Cleansing Materials. J. B. Ford Co., Wyandotte, Mich. Filed May 9, 1929. Serial No. 283,734. Published July 9, 1929. Class 4.

261,374. Soap. Bellerose & Gagnon, Cohoes, N. Y. Filed December 1, 1928.

Serial No. 276,114. Published July 2, 1929. Class 4.

261,404. Disinfectants and Insecticides. Apex Electrical Manufacturing Co., Cleveland. Filed April 5, 1929. Serial No. 281,873. Published June 25, 1929. Class 6.

261,419. Disinfectants. Joy Chemical Co., Brooklyn. Filed May 2, 1929. Serial No. 283,402. Published July 2, 1929. Class 6.

261,547. Dentifrice. G. A. & A. B. Chapman, Colfax, Wash. Filed April 22, 1929. Serial No. 282,809. Published June 25, 1929. Class 6.

261,555. Shampoo. Guaranteed Products Laboratories, New York. Filed May 31, 1929. Serial No. 284,849. Published July 9, 1929. Class 6.

261,556. Insecticide. Toledo Rex Spray Co., Toledo, Ohio. Filed May 22, 1929. Serial No. 284,505. Published July 2, 1929. Class 6.

261,629. Dentifrice. Dentek Co., Barberton, Ohio. Filed February 4, 1928. Serial No. 261,225. Published July 9, 1929. Class 6.

261,638. Insecticide. H. V. Smith & Co., St. Paul. Filed April 30, 1928. Serial No. 265,701. Published July 2, 1929. Class 6.

261,709. Bath Salts. D. Frank Ryan,

A Profitable Item

WHITE

"Tymsaver" Mopping Outfit



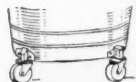
No. 1



No. 2



No. 3



No. 4

can be sold wherever cleaning supplies are used. The Tymsaver Mopping Outfit consists of a 26 qt. White Oval Mopping Bucket fitted with four high grade rubber casters and a White Can't Splash Mop Wringer for use with 20 to 36 oz. mops.

It is built strong and rigid and made to stand all the hard use of Janitor Service.

We make a complete line of labor saving "Tools for the Janitor" and invite inquiries from manufacturers interested in offering their trade a more extensive service.

WHITE MOP WRINGER COMPANY
Fultonville, N. Y.

Special Tymsaver Features

Toggle Joint No. 1
A slight pull on the handle of the wringer gives tremendous pressure to wring mops dry.

Can't Splash No. 2
Extended lips direct water downward into bucket and prevents splashing onto floors.

Oval Bucket No. 3
This shape gives more room for rinsing mop, carries easily — extra heavy construction.

Casters No. 4
are of high grade rubber and not affected by water or alkali. Fastened with waterproof brackets.



TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free — White Emulsion

SPECIAL OILS

for making DISINFECTANTS complying in

BENZOPHENOL CONTENT

with the

FEDERAL CAUSTIC POISONS ACT

THE DOMINION TAR & CHEMICAL CO.

LIMITED

424 CANADA CEMENT BUILDING
MONTREAL, QUEBEC

MORTEX Theatre Spray

Can deliver either in concentrated form, or ready to use in several different odors, including ROSE, VIOLET, JASMINE, ORIENTAL AND fancy French BOUQUETS. Since we make a specialty of these theatre sprays and produce them in large quantities, we can quote very attractive prices.

Shall we send samples together with information?

A. SREBREN & CO. 247 E. ILLINOIS ST.
CHICAGO, ILL.

Say you saw it in SOAP!

Inc., Cambridge, Mass. Filed June 12, 1928. Serial No. 267,905. Published July 9, 1929. Class 6.

261,768. Insecticides, Consisting Wholly or in Part of Finely-Divided Sulphur. Grasselli Chemical Co., Cleveland. Filed May 31, 1929. Serial No. 284,852. Published July 16, 1929. Class 6.

261,861. Disinfectants. Morris Drug Co., York, Pa. Filed May 21, 1929. Serial No. 284,411. Published July 16, 1929. Class 6.

261,918. Canned Soap. Silk-O Corp., Los Angeles. Filed July 7, 1928. Serial No. 269,265. Published May 28, 1929. Class 4.

261,975. Dental Cream. E. R. Squibb & Sons, New York. Filed May 20, 1929. Serial No. 284,373. Published July 16, 1929. Class 6.

261,976. Small-Grain Disinfectant. Irving McEwen, Omaha. Filed May 20, 1929. Serial No. 284,360. Published July 2, 1929. Class 6.

261,980. Dentifrice. Leumas Co., Gaffney, S. C. Filed May 18, 1929. Serial No. 284,232. Published July 16, 1929. Class 6.

262,030. Fly Spray. R. M. Hollingshead Co., Camden, N. J. Filed May 2, 1929. Serial No. 283,421. Published July 9, 1929. Class 6.

262,115. Cleanser. Wabash Chemical & Baking Powder Co., Wabash, Ind. Filed June 3, 1929. Serial No. 284,956. Published July 23, 1929. Class 6.

262,204. A Polishing Compound. L. Bachmann Chemical Co., Sequim, Wash. Filed March 27, 1929. Serial No. 281,399. Published July 23, 1929. Class 16.

Spray insecticides are popular in Iraq, according to Consul John Randolph, at Baghdad. Several brands are now on sale, the most popular being of American manufacture. A new insecticide, *Imshi*, made by Anglo Persian Oil Co., Ltd., has recently been placed on the market to sell at \$2.54 a gallon, about 60c a gallon less than competing brands.

Exports of agricultural insecticides and fungicides from United States during June, 1929, totaled 717,781 lbs., with a value of \$86,753. Canada, Mexico, Argentina and Union of South Africa were the largest consumers, each taking over 100,000 lbs.

A Detroit chain drug store recently opened by Cunningham's Drug Stores is equipped with 52 Robot automatic vending machines.

FALBA

PARODEUR SERIES

A Comprehensive series of attractive odeurs produced with or without harmonizing colors. You will find each of this series excellent for your sprays, powdered or liquid preparations, and Paradichlorobenzene and Naphthalene Crystals.

LILACINE "A"

BOUQUET "821" - CITROCENE

These exotic odeurs are definitely distinctive in character and will prove to be a resales stimulus to your moth and fly sprays.

de Haen's imported

SODIUM FLUORIDE

(95/97% Fluffy)

A uniform product, free running and extra fluffy. It is practically free from Sodium Silico Fluoride.

WHITE ARSENIC

"Silesia"

An imported product free from objectionable metal odor.

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300 Pearl Street, New York

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Member  **PYRETHRUM** 

Bulk Insecticides a Specialty—also, Concentrated Extract of Pyrethrum.

IF

Your problem concerns pyrethrum in any form our analytical and research laboratories are at your service.

DEPENDABLE - GUARANTEED - SERVICE

by leaders in Pyrethrum Products for almost half a century

McCORMICK & CO., INC. BALTIMORE, MD.

now offering

WATER SOLUBLE ODORS

for theatre sprays

Lily Oriental — Rose — Verbena — Lilac
Carnation — and others

of the same quality as our regular line for

LIQUID SOAPS, DEODORANTS, SPRAYS, etc.

These odors are fragrant, stand up perfectly and will last. They are priced reasonably. *Samples and quotations on request.*

Do you want an individual odor in your products—something that is noticeable among competing sprays; deodorants, liquid soaps, etc. If so, tell us what type of perfume you want and we will originate something for your exclusive use.

**GEORGE V. GROSS CO. 30 OLD SLIP
NEW YORK CITY**

Los Angeles Office—782 South San Pedro St., M. B. ABRAHAMS

CRESYLIC ACID

All Grades

CREOSOTE OILS

Cresol U.S.P. Specially prepared for disinfectant manufacturers. Phenol U.S.P.

COAL TAR PRODUCTS

WM. E. JORDAN & BROTHER, 2590 Atlantic Ave., Bklyn., N. Y.

Brooklyn Trust Co. Bldg. Telephone Glenmore 7318-7319

Say you saw it in SOAP!

F. M. Biffen, chemist, for ten years with the British Government Laboratories, has taken a position with the laboratories of Foster Dee Snell.

The Philadelphia office of Phoenix-Hermetic Co., New York, makers of metal caps, has recently been moved from 1211 Chestnut St. to 506 Fox Building, Market & 16th Sts. The office of Giles Can Co., a subsidiary, has also been moved to the same location. The telephone number is now Spruce 6919. The office remains under the direction of C. B. McDow.

Earle Drug Stores, Inc., was recently chartered in Pennsylvania to acquire twelve drug stores in Philadelphia and one in Camden, N. J. Capital stock of 90,400 shares at a price of \$12.50 a share has been issued to finance the purchase.

Exports of naval stores from United States during August, 1929, were valued at \$3,228,558, as compared with a value of \$2,707,070 during the same month of 1928, continuing to run far ahead of 1928. Exports have risen almost \$3,500,000 during the first eight months of the year.

ADVERTISING PAYS!



But it must pay you who read it as well as the advertiser. How can this message pay you? By putting you in touch with a firm which can constructively solve your sealing problems.

We have developed special caps to take care of particularly difficult closures. "INERTO" is a special liner developed by us to take care of

products such as Ammonia, Peroxide, and Acids or Alkalis, which ordinary liners cannot properly hold. It is resilient and plastic, thus making an unusually tight seal.

We are supplying metal caps of many kinds to the nation's largest bottlers. Perhaps we can be of help to you.

Bottle Closure Specialists Since 1890

FERDINAND GUTMANN & CO.

Bush Terminal No. 19,
Brooklyn, N. Y.

METAL SCREW CAPS
SANISEAL METAL
MILK CAPS

DISTILLED WATER CAPS
CROWN CORKS
SPECIAL PURPOSE CAPS

*Barrett
Standard*

COAL TAR PRODUCTS Cresols and Cresylic Acids

Cresol U.S.P.

Hydrocarbon Oil

Tar Acid Oils, 10%-75%

Meta Para Cresol

Phenol U.S.P.

Dip Oils

All of our Own Manufacture

The *Barrett* Company



40 Rector Street

New York, N. Y.

Efficient Disinfectants

of unvarying high quality

Coal Tar Disinfectant

Coefficient 2 to 20

Selected Oils

Good Emulsions

that will not separate.

Manufactured by
The White Tar Company
of New Jersey, Inc.

Founded 1886

Belleville Turnpike, Kearny, N. J.



Liquor Cresolis Compositus, U.S.P.
Hydro (cre) SOL, a cresylic and soap product.

AVAILABLE IN
A CAN OR A CARLOAD

Write us about your requirements.

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Works

Kearny
New Jersey

Cincinnati
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LETHANE

Patent Applied for

LETHANE 145

Replaces Pyrethrum Flowers

Either wholly or in part,
in the manufacture of
household insecticides.
Non-irritating and non-in-
jurious to materials. Uni-
form and positive in action.

LETHANE 22

A New Insecticidal Fumigant

Highly penetrating and
unexcelled in efficiency by
any other fumigant. Non-
toxic, easily applied and the
most economical insecti-
cide of its type available.

Further particulars and samples gladly furnished

Office,
222 W. Washington Sq.
Philadelphia, Pa.

Röhm & Haas Co., Inc.

Works
Bristol, Pa., and
Bridgesburg, Pa.

Say you saw it in SOAP!

Professor William McPherson, Dean of the Department of Chemistry of Ohio State University, will be President of the American Chemical Society for 1930, as a result of a special election. Dean McPherson, who will succeed Dr. Irving Langmuir, was named by ballot of the council of the society. Professor McPherson served as a lieutenant-colonel in the chemical warfare service during 1918-1919.

Exports of metal and stove polishes from United States during June, 1929, totaled 164,392 lbs., worth \$27,363, according to Department of Commerce figures. The leading buyer

was Canada with purchases totaling 45,325 lbs., valued at \$8,649. The total of shoe polish exports was 257,252 lbs., valued at \$57,094, the largest consumer again being Canada which took 52,211 lbs., worth \$10,839. Leather dressings and stains to the amount of 158,133 lbs., worth \$27,249, were exported in June, with Canada the leading consumer. Exports of floor, wax, wood and furniture polishes totaled 107,225 lbs., valued at \$22,464, with Canada and Costa Rica each taking material worth about \$2,300. Automobile polishes amounting to 108,534 lbs., worth \$28,098, were exported, with Union of South Africa, Canada and Germany large buyers.

Pyrethrum

We are ready to contract to supply Fluid Extract of Pyrethrum for the 1930 season. We can also supply Liquid Fly Spray or Insecticide, as well as Moth Spray, in bulk containers.

Territories open for Brokers or Commission Men.

The Cino Chemical Products Co., 208-10 Main St., Cincinnati, O.

The Dead-Line for Bugs— Insects—Germs

Insecticides, germicides, disinfectants, kerosene, fly and moth killing liquids can be sprayed a distance of ten feet with the Presto 102.

And the fine, penetrating mist, spells death for bugs, insects and germs—buried deep in velvety cushions or hidden beneath flower petals.

The Presto 102 is used for

disinfecting and fumigating hospitals, hotels, apartments, public institutions, poultry houses and dairy farms. It is a highly efficient tool for spraying insecticides on flowers, rose bushes, shrubs and plants. And it is the most deadly enemy of moths, which destroy many dollars' worth of garments, furs and upholstered furniture every year.

Presto 102 Electric Spray Gun



Send the Coupon

METAL SPECIALTIES MFG. CO.
338-352 N. KEDZIE AVENUE
CHICAGO, ILL.

Please send me the special folder on the Presto 102.

Name

Address

City..... State.....

S-10

HEADQUARTERS FOR GOOD USED SOAP MACHINERY

*Overhauled, Rebuilt and Tested in our Modern Machine Shop at
our Plant and Warehouse, Newark, N. J. Inspection Invited.*

ATTRACTIVE PRICES — IMMEDIATE SHIPMENT

Space does not permit listing every item in stock. Write for items not yet listed.

- 1—Proctor & Schwartz Automatic Soap Chip Dryer.
- 1—Huber 2-way Soap Cutting Table, Hand Operated.
- 1—Houchin-Aiken No. 4 Soap Foot Press.
- 2—H-A 5-roll Steel Soap Mill, 14"x36".
- 2—Huber Granite 3 roll Mills 10"x24".
- 1—H. A. Granite 3 roll Mill, 12"x24".
- 9—Crutchers, 3600, 3000, 1500, 1200, 600 lb. capacity, Dopp, Doll, Houchin-Aiken.

- 1—Rutschman twin screw Plodder, 6"
- 2—Broughton Mixers, size A-2, ½-ton.
- 1—Broughton Mixer, size A-1, 1-ton.
- 2—Jones A Automatic Soap Presses.
- 5—Soap Chippers, 18", 22", 24" and 30".
- 20—Filter Presses, 12", 18", 24", 30", 36" and 42".
- 200—Soap Frames, 1500z, 1200z capacity.
- 5—Soap Grinders H. A. and Blanchard.

Miscellaneous Soap Chip Dryers, Soap Cutters, Slabbers, Plodders, Foot Presses, Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

Send Us Your Inquiries

LET US BE YOUR CUSTOMER!
We will buy your surplus or idle machinery.
SEND US A LIST TODAY!

Write for Our Latest 4-Page Circular

CONSOLIDATED PRODUCTS COMPANY, INC.

15-21 PARK ROW, NEW YORK CITY

BARCLAY 0600

K R A N I C H LIQUID SOAP BASE

Send for pamphlet describing
making excellent liquid soaps
from our base soaps.

LIQUID SOAPS

PINE SCRUBBING SOAP
20% Anhydrous

*Let us send you samples and our
complete price list.*

KRANICH SOAP CO.
54 RICHARDS ST., BROOKLYN, N. Y.

Progress Proclaims

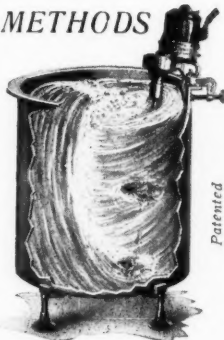
—LIGHTNIN—

MIXING METHODS

Mix

DISINFECTANTS
CATTLE DIP
INSECTICIDES
SPRAYS
DEODORANTS
POLISHES
SOAP FORMULAS
CLEANING FLUIDS
OILS & ETC.
THE LIGHTNIN
WAY

*All sizes and speeds
Clamp on any tank,
barrel, kettle, etc.*



—LIGHTNIN—

Portable Electric Mixers will mix any product that will flow—quicker—better—cheaper.
SIMPLE - SANITARY - DEPENDABLE

Write for Folder 39

MIXING EQUIPMENT CO., Inc.
229 East 38th St. New York, N. Y.
1044 Garson Ave. Rochester, N. Y.

Say you saw it in SOAP!

Specialties, Insecticides, Flavors, Toilet Preparations, etc. Catalog and circulars free. H. Thaxly Co., Washington, D. C.

Chemist Wanted.—One familiar with coal-tar products, creosotes, etc., and soap making preferred; wanted by Middle Western company. State experience and salary desired. Address Box 435, care *Soap*.

Chief Chemist—For Canadian soap works. Only those with previous experience in this branch of chemistry need apply. State qualifications, experience, age and salary expected. Reply to Box 424, care *Soap*.

Wanted—Assistant soap maker on Pacific Coast. Young man experienced in the manufacture of laundry soaps. State experience and salary expected. Address Box 425, care *Soap*.

Want to Buy—Corporation is interested in buying outright going soap business with several retail brands which have some years of standing. Communicate details in confidence to Box 436, care *Soap*.

ALAN PORTER LEE

Engineer

Process Development
for
Oil Refiners and Soap Makers
Oil Extraction
Refining—Bleaching
Fat-splitting—Soap Making

*Design, Construction,
Operation*

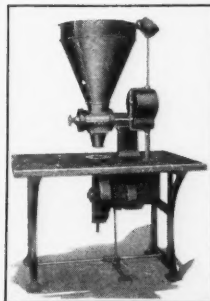
136 Liberty St.
New York, U. S. A.

M. J. Scorelle, formerly manager of the commercial olive oil division of H. W. Peabody, New York, recently joined K. Lundt, a vegetable oil import agent, to form the firm of Lundt & Scorelle. The new company will act as agents for foreign oil shippers, specializing in olive oil and olive oil foots, and will also sell castile soap. A. E. Tzifakis, another import agent, has turned his entire business over to Lundt & Scorelle and has moved to Greece to act as their agent there. Mr. Lundt is now in Europe making arrangements with the foreign principals. It is understood that H. W. Peabody & Co. have discontinued their commercial olive oil division.

The half-yearly figures of Department of Commerce show that the value of exports of soaps and toilet preparations from United States for the first six months of the year amounted to \$7,896,000, as compared with \$7,627,000 during the same period in 1928. Imports of soaps during the first half of 1929 were valued at \$3,581,000, as against \$3,140,000 during the similar 1928 period.

National Cantube Co. has recently been incorporated and will now be known as National Cantube Corp.

Package Faster and Cheaper!



The NEW WAY
No. 9A Powder Filling
Unit for your

Soap Powders
Scouring Powders
Talcum Powders
Dry Insecticides
Washing
Compounds
Bath Salts

and all other powdered products. Fills 20 to 40 packages per minute. Continuous production. One operator. Power operated. Accurate at high speed with any size or shape container. Now in wide use. Has stood the test of time. Low in cost.

Write us for catalog and details.

Also makers of NEW WAY Hand and Power Paste Fillers, Conveying Tables, Tube Clips and Closers, etc.

GEORGE G. RODGERS CO.
602 Main St. Springfield, Ohio

Say you saw it in SOAP!

Where to buy

RAW MATERIALS and EQUIPMENT

for Soap and Disinfectant Manufacture

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. "Say you saw it in *SOAP*."

ABRASIVES AND FILLERS

Tamms Silica Co.

ALKALIES

Diamond Alkali Co.
Dow Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Michigan Alkali Co.
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Warner Chemical Co.
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

BAGS

Bemis Bros. Bag Co.

BULK AND PRIVATE BRAND PRODUCTS

Baird & McGuire, Inc.
Bobrick Mfg. Corp.
Chemical Supply Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Harley Soap Co.
Huntington Labs., Inc.
Kranich Soap Co.
Palmer Co.
John Powell & Co.
Puritan Chemical Co.
Geo. A. Schmidt & Co.
M. Schneider & Sons
A. Srebren & Co.
Stevens Soap Corp.
U. S. Sanitary Specialties Corp.
White Tar Co.
Windsor Wax Co.

CANS

American Can Co.
Continental Can Co.
Metal Package Corp.
William Vogel & Bro.

CHEMICALS

American Cyanamid Co.
Diamond Alkali Co.
Dow Chemical Co.
Federal Phosphorous Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Mechling Bros. Chemical Co.
Merck & Co.
Michigan Alkali Co.
Monsanto Chemical Works
Newport Chemical Works
Niagara Alkali Co.
Parsons & Petit
Philadelphia Quartz Co.

Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Victor Chemical Works
Warner Chemical Co.
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid Oil, etc.)

American Cyanamid Co.
Baird & McGuire, Inc.
Barrett Co.
Chemical Supply Co.
Dominion Tar & Chem. Co.
Wm. E. Jordan & Bro.
Monsanto Chemical Works
Tar Products Corp.
White Tar Co.

DECOLORIZING PRODUCTS

Buffalo Electro Chemical Co.
Darco Sales Corp.
Durkee Famous Foods
Industrial Chemical Co.
Purit Co.

DEODORIZING BLOCK HOLDERS

Burrows Metal Mfg. Co.
Huntington Laboratories
Palmer Co.
Puritan Chemical Co.
U. S. Sanitary Specialties Corp.
William Vogel & Bro.

EQUIPMENT, MISCELLANEOUS

Alsop Engineering Co. (storage tanks)
George G. Rodgers Co. (conveyors, tube clips)
Unity Sanitary Supply Co. (drip machines)

MACHINERY, LIQUID HANDLING

Alsop Engineering Co.
Mixing Equipment Co.
Pneumatic Scale Corp.

MACHINERY, PACKAGING

Johnson Automatic Sealer Corp.
Package Machinery Co.
Pneumatic Scale Corp.
George G. Rodgers Co.
Stokes & Smith Co.

MACHINERY, PROCESS

William Garrigue & Co.
Houchin-Aiken Co.
J. M. Lehmann Co., Inc.
Patterson Foundry & Machine Co.
Proctor & Schwarz, Inc.
C. G. Sargent's Sons Corp.
Sowers Mfg. Co.
Wurster & Sanger, Inc.

(Continued on Page 134)

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